

As Technical Sales Engineer Research you will be the first contact for our clients' and new customers' inquiries from worldwide research institutes. Jointly, you will identify their needs and advise them in technological questions concerning our sophisticated product portfolio. Your comprehensive consulting and support will accompany the whole sales process till to the completion of a contract.

## Technical Sales Engineer (m/f) Research

### Your Responsibilities and Duties

- First point of contact for our scientific clients and new customers
- Development and maintenance of customer relationships, processing of customer inquiries, preparation of an offer and contract negotiation
- Market analysis and lead-tracking, market forecasting, identification of new business areas and market opportunities
- Analysis and evaluation of customer requirements and needs as well as close cooperation with our R&D and Product Management departments to promote the implementation of ideas into new products
- Marketing support by attending trade shows, conferences and other marketing events

### Your Skills and Qualifications

- Completion of a university degree or engineering diploma in physics, mechanical engineering, mechatronics, optics or similar
- Well established knowledge in one of the following topics: low temperature physics, optics, mechatronics, scanning probe microscopes
- Enjoy contact with international customer, very good communication and negotiating skills in English and German; sales experience advantageous
- Willingness to travel internationally and regularly (25-30%)
- Strong organizational skills combined with an independent and result-oriented work style

### What We Do Offer

- A permanent employment in Munich with attractive social benefits such as a pension allowance and a performance-based bonus as well as numerous team events
- A diversified and challenging field of responsibility, the opportunity to bring in your own ideas as well as an excellent work atmosphere at our location in Munich / from July 2018 on in Haar near Munich
- Much independence and individual responsibility within a high professional team
- Development opportunities within a technologically challenging, international, high-tech environment

If you are interested in innovative technologies and you do think you can enrich our team with the relevant skills, we are looking forward to your application.

Please send us a cover letter including your salary expectations along with your complete CV and copies of your degrees by using our [Online-Application Form](#).

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