

Sales Manager (m/f)



We only sell what we believe in

Make a difference. Our next generation x-ray cameras enable cutting edge science. Help us spread the word and enable research.

The company

X-Spectrum GmbH is a spin off company of DESY. We provide cutting-edge detectors for X-ray experiments at synchrotrons and beyond. We provide the LAMBDA system, a dedicated X-ray camera that is unique in its capabilities.

- We work with scientists from many major research centers and synchrotrons
- We are a truly international team embedded in one of the world's leading research centers

The position

We are looking for a sales manager for our global retail efforts. Your responsibilities would be to

- Coordinate our sales efforts across all media and work closely with our customers
- Present the company and our products at sales visits
- Represent the company at user meetings and scientific conferences all around the world
- Review markets to determine customer needs, volume potential and price schedules
- Provide input for product development
- Prepare regular sales forecasts showing sales volumes and potential sales
- Assist customers with technical applications
- Maintain all appropriate data bases required by the business
- Submit regular reports on new opportunities and progress against forecast
- Monitor and evaluate the activities and products of the competition
- Develop sales strategies to accommodate goals of company

Your profile

- A technical background in x-ray sciences, it is important to understand our clients' needs
- Experience with or willingness to learn about scientific x-ray imagers
- Entrepreneurial, hands-on mindset, we are growing and new opportunities arise frequently
- Team player personality, other skills can be learned
- Excellent written and oral communication skills in English, we act globally

The location

X-Spectrum is located on the campus of the DESY research center in the beautiful city of Hamburg, Germany

Why should I apply?

- Be part of a growing startup with excellent advancement opportunities
- Creative leeway in organizing your work
- Be part of the international research community



The fine print

The start date of the position is August 1st 2017. It will initially be limited to 1 year, with the option of a permanent position at the end of the limited period.

We are looking forward to receiving your written application to stefanie.jack@x-spectrum.de

Deadline for applications: June 15th 2017

