

Sales Manager/Head of Sales (m/f/d)

X-Spectrum GmbH is committed to scientific progress in the field of research with synchrotron radiation. We develop and sell state-of-the-art detectors for research facilities and laboratories. From our headquarters at the German Electron Synchrotron DESY in Hamburg, we collaborate with partners and scientists from all over the world. Our international team consists of motivated individuals who are passionate about technology. To strengthen our sales team, we are looking for a like-minded Sales Manager/Head of Sales (m/f/d).

Your tasks – diverse and challenging.

- As Head of Sales, you will be part of the management team and report directly to the management. You will work closely with our internal departments (Production & Development, Marketing and Software Development) and act as a sparring partner to the CEO.
- You provide ideas for the new orientation of our sales along with leading and coaching the sales team.
- You are a role model for your team in operational sales – from the acquisition of new customers to the completion of contracts and relationship management.
- After analyzing the current sales situation, you will define the sales targets and the relevant market segments in coordination with management.
- You will further develop the sales processes with regard to the increase in sales.
- Through active support of our key accounts, you have your ear close to the customer and the market and therefore have an overview of current and future customer needs.
- You are responsible for and maintain the cooperation with our distributors.

Your profile – versatile, charismatic and organized.

- You have a technical, business or communications university degree or comparable training.
- You have several years of professional experience in technical sales, ideally in B2B sales.
- You have already successfully led teams.
- You have good technical understanding and are interested in research.
- You are fluent in German and English.
- You enjoy researching and working out new things.
- You communicate openly, appreciatively and transparently.

We offer:

responsible tasks | flexible working hours | family-friendly working atmosphere | high level of innovation | modern office | international research community | independence | creative opportunities | further development | an enthusiastic, ambitious and friendly team!

Interested?

Please apply via e-mail to jobs@x-spectrum.de.
If you have any questions, please contact Stefanie Jack.

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