

Junior Sales Manager (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 Junior Sales Manager (m/f/d).

Your tasks – diverse and customer-oriented.

- You will be a contact person for prospective customers and support the acquisition of new customers.
- Together with our team, you will build customer relationships and provide assistance to existing customers.
- You will analyze customer requirements and support the complete sales cycle: from the initial contact to the preparation of the offer.
- You will document the sales processes in our CRM system (Odoo).
- You will present our products as a proficient representative.
- You will work closely with the Head of Sales and our internal departments (Production and Development, Marketing and Software Development).

Your profile – communicative, organized and innovative.

- You have a technical, business or communications university degree or comparable training. Career starters are welcome!
- You are extroverted and have an open personality - sales is your thing.
- You have technical understanding and are interested in research.
- You are fluent in English and German, knowledge of other foreign languages is an advantage.
- You have strong communication skills. You know how to approach and convince people - both on the phone and face-to-face.
- You are willing and able to travel.

We offer:

good career opportunities | responsible tasks | flexible working hours | family-friendly working atmosphere | high level of innovation | modern office | international research community | independence | creative opportunities | further development | an ambitious and friendly team that is looking forward to meeting you!

Interested?

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

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