



# Sales Engineer (m/f/x)

Analytical Instruments Northern Germany

## Delivering Value

Our corporate culture is characterised by a high level of appreciation. Every single employee contributes significantly to the success of our company.

The improvement of analyses and the possibility of targeted quality assurance in the scientific as well as in the industrial field is the focus of our work. New processes, new materials and new techniques demand innovative and reliable analytical capabilities.

Our vision is to link innovative manufacturers of analytical equipment with our customers and to find solutions for all analytical problems. We advise, supply and support companies and scientific institutions. We sell niche products that create added value.

With us, every single employee counts. Everyone stands up for our values and our mission to achieve trusting and long-term employee and customer loyalty.

We feel a shared responsibility and trust each other.

PHI GmbH stands for an inclusive and flexible workplace. We need talented people and give them the space and freedom to grow.

Do you want to deliver added value to research and development and always be up to date? Then you are ready to continue writing the success story of PHI GmbH.

## Boost our team

Our sales team establishes our product portfolio on the market in Germany, Austria and Switzerland. Your base is your home office, from which you represent PHI GmbH in your own sales territory. The focus of your work is on building sustainable relationships and communicating expertise about our products. You will be in close contact with colleagues and our marketing and service experts to jointly develop innovative initiatives.

## What you can expect

**As Sales Manager (m/f/x) you will be part of our sales team.**

### **Your responsibilities:**

- You will oversee the entire process from lead generation to contract conclusion, including public tenders and negotiation meetings.
- You will be responsible for your own sales territory, advising existing customers and acquiring new customers.
- You observe market trends and develop new sales strategies.
- You build solid business relationships as well as a strong network, which you continuously maintain.
- You work closely with our international product manufacturers and participate in their sales meetings.
- You will assist in the preparation and take part in trade fair appointments and conferences.
- You maintain project and customer data in our CRM system on your responsibility.

## What you bring

- You have a degree in the field of natural sciences.
- You have experience in sales, ideally in a company in the analytics sector or a company with complex, technical products.
- Ideally, you have a sound knowledge of research with a corresponding network.
- You have strong customer and goal orientation and sales and closing skills.
- You are friendly, communicative and motivated to drive our business forward with passion.
- You enjoy working in a flexible, dynamic and agile environment.
- You speak fluent German and English.
- You have good MS Office and general IT skills.
- You are willing to travel (at least 50% of your working time).

### **Who could be a good fit for us?**

You are a strong communicator, determined and thrive in a task with a lot of personal responsibility.

You are success-oriented, think entrepreneurially and can convince through target group-oriented communication.

You attach importance to a professional appearance, are customer-oriented and demonstrate empathy and the ability to cooperate in dealing with a wide range of contacts.

Preferably you live in northern Germany.



## What we offer

- You will receive a competitive basic salary with an additional performance-related bonus, a permanent employment contract and 30 days' holiday.
- You will work with a small, collegial and committed team and regular team events.
- You will work in a company with flat hierarchical structures.
- You have the opportunity to develop your personal and academic skills.
- You work in a home office and organise your work flexibly.
- You will receive a company car for private use and high-quality IT equipment.
- We offer an attractive workplace that provides room for a fair work-life balance.
- Our management culture is based on trust and appreciation.
- You have a future-proof permanent job.
- We offer attractive voluntary fringe benefits.

## Who we are

Physical Electronics GmbH has been a partner for several manufacturers of analytical instruments since 1994 and represents them in Germany, Austria and Switzerland. We take care of sales, marketing, service and consulting for our manufacturers. End customers appreciate us as a stable partner for their analytical questions. We cover B2B markets such as automotive, life science, pharma, bio, semiconductor, etc. Our product portfolio includes complex equipment in the fields of surface analysis, spectroscopy, imaging techniques and others.

To meet the challenges in these markets, we are looking for individuals whose technical/scientific training enables them to provide sound advice to our customers.

Contact: Dr. Daniela Rascher, Sales Director  
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Please send your application to [dr@phi-europe.com](mailto:dr@phi-europe.com)

**#TakeResponsibility #ActConsciously #CreateTrust**