

Sales Engineer (m/f/x)

Analytical Instruments East Germany

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

Delivering Value

Our work focuses on improving analysis and enabling targeted quality assurance in science and industry. New processes, new materials and new techniques require innovative and reliable analytical solutions.

Our vision is to bring together 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.

Each and every one of our employees counts. Everyone is committed to our values and mission to build trust and long-term loyalty among employees and customers.

We feel a common responsibility and trust each other.

Physical Electronics GmbH (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 add value to research and development and stay at the cutting edge?
Then you are ready to continue writing the success story of PHI GmbH.

Join 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 Physical Electronics GmbH in your own sales territory. This includes the following federal states: Thuringia, Saxony, Saxony-Anhalt, Berlin, Brandenburg, Mecklenburg-Western Pomerania, Schleswig-Holstein.

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.

Your responsibilities

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

Your responsibilities:

- You will accompany 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 monitor market trends and develop new sales strategies.
- You build sustainable 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 with preparations for, and participate in, trade fairs and conferences.
- You maintain project and customer data in our CRM system.

What you bring

- You have a degree in a natural science (chemistry, physics, materials science, or similar) at least at Master's level.
- 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 a pronounced customer and target orientation as well as strong 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 German and English fluently.
- 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.

Ideally, you are based in eastern Germany.



What we offer

- We offer you a competitive basic salary with an additional performance-related bonus, a permanent employment contract and 30 days' holiday.
- You work in a small, collegial and committed team with regular team events.
- You work in a company with flat hierarchies.
- You have the opportunity to develop personally and professionally.
- You work from home and can organise your working hours 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 good 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: +49 (0)89 96275 11
Please send your application to dr@phi-europe.com

#TakeResponsibility #ActConsciously #CreateTrust