

Sales Engineer (all genders) Analytical Instruments, Eastern Germany

Become part of our team

Our sales team establishes our product portfolio on the market in Germany, Austria and Switzerland. You will be based in your home office, from where you will represent Physical Electronics GmbH in your sales area. This covers the following federal states: Thuringia, Saxony, Saxony-Anhalt, Berlin, Brandenburg, Mecklenburg-Vorpommern and Schleswig-Holstein.

The focus of your work will be on building sustainable relationships and imparting specialist knowledge 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 a Sales Engineer (all genders), you will be part of our sales team.

- You will be responsible for your sales territory, advising existing customers and acquiring new ones.
- You will build sustainable business relationships and a strong network, which you will continuously maintain.
- You will accompany the entire process from lead generation to contract conclusion, including public tenders.
- You will monitor market trends and develop new sales strategies.
- You will work closely with our international product manufacturers.
- You will participate in trade fairs and conferences.

What you bring

- You have a degree in natural sciences (chemistry, physics, materials science, etc.), ideally at master's level.
- You have experience in sales and are able to explain complex technical products in an understandable way.
- Ideally, you have in-depth research experience and an established professional network.
- You are an empathetic person who can adapt well to different conversation partners.
- You are business-fluent in spoken and written German and English.
- You have good MS Office and general IT skills.
- You are willing to travel (at least 50% of your working time).

What we offer

- A competitive basic salary with additional performance-related pay, a permanent contract and 30 days' holiday.
- A small, friendly and dedicated team with regular team events.
- A company with flat hierarchies.
- Thorough training to prepare you for your new challenge.
- Personal and professional development opportunities.
- Remote work with flexible working hours.
- A company car for private use and high-quality IT equipment.
- An attractive workplace with room for a good work-life balance.
- A management culture characterised by trust and appreciation.
- A future-proof permanent position.
- Attractive voluntary additional benefits.

Who we are

Physical Electronics GmbH has been a partner to 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 value us as a stable partner for their analytical questions. We cover B2B markets such as automotive, life sciences, pharmaceuticals, biotechnology and semiconductors, as well as various adjacent industries.

Our product portfolio includes complex devices in the fields of surface analysis, spectroscopy and imaging, as well as a range of complementary technologies.

The success of our company is based on long-tenured employees who value our respectful and trusting corporate culture.

In order to meet the challenges in these markets, we are looking for employees who, thanks to their technical and scientific training, are able to provide our customers with sound advice.

We look forward to receiving your application with a cover letter, CV and relevant references to personal@phi-europe.com

#TakeResponsibility #ActConsciously #CreateTrust