



Location: Flexible within North America

Scientific Sales Manager in North America

Scientia Omicron is a leading innovator in surface science and nanotechnology. We provide top capabilities in electron spectroscopy, scanning probe microscopy, and thin film deposition, all in ultra-high vacuum (UHV). Focusing on the race for new unique materials and solutions, in areas like – smarter batteries, next-generation electronics, quantum technologies, solar energy, intelligent sensors, and advanced materials. Scientia Omicron drives surface science towards the future.

Scientia Omicron traces its origins back to the Nobel Prizes in 1981 for Electron Spectroscopy and 1986 for Scanning Probe Microscopy. Scientia Omicron is a fully owned subsidiary of Scientia Scientific AB, with main sites in Uppsala, Sweden and Taunusstein, Germany, and regional offices in USA, China, and Japan.

We are searching for an experienced Scientific Sales Manager in North America to reinforce our dynamic team.

YOUR RESPONSIBILITIES

- Develop relationships at physics, material science research centers and universities to advance our access and opportunities
- Conduct regular customer visits to promote Scientia Omicron business
- Own customer relationships to identify new business opportunities and support customer needs
- Deliver bookings and revenue commitment, take responsibility for project pricing and cost calculations
- Implement regional marketing campaigns, conferences and exhibitions
- Key Account Planning – Conduct trend analysis and customer needs and demands
- Develop strategies that result in maximizing the business
- Manage contractual processes including quotations, bid responses, pricing agreements and management of commercial issues and negotiations
- Accurate Reporting
- Identify opportunities for standardized work and improvement of quality and service with team members. Formulate and implement action plans for continuous improvement.

YOUR PROFILE

10+ years' experience in scientific instrument sales

Degree in Physics, M.S., Engineering, or similar, advanced degree is advantageous

Deep technical understanding in ARPES, SPM and / or MBE

Fluent in English

Good presentation skills

Hands-on mentality, entrepreneurial thinking, and a high degree of flexibility

Team orientation, assertiveness, and strong communication skills

Willingness to travel

BENEFITS

Excellent compensation

Opportunity to work with leading scientists

Member of a dynamic team

Opportunity to influence how we work

Be part of the drive to develop the best for customers

YOUR WAY INTO OUR COMPANY

If this position appeals to you, please send your application and CV to Bill Gerace, VP Sales and Service for North America

bill.gerace@scientiaomicron.com

www.scientiaomicron.com