



scientaomicron

Scienta Omicron provides Nobel Prize technologies for science and industry, through innovations in Electron Spectroscopy, Scanning Probe Microscopy and Thin Film Deposition in Ultra High Vacuum. Revenue 50 Million Euro and 175 employees in 2019.

Scienta Omicron's Materials Innovation Platform for Materials Physics and Surface Science supports researchers around the world with patented technology addressing the global race for smarter batteries, next-generation electronics, quantum technologies, solar energy, etc.

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

Scienta Scientific AB develops long-term profitable technology-based niche businesses within the 20 Billion Euro Scientific Instruments for Physical Characterisation market.

Start as soon as possible in Taunusstein in Germany as a:

PHYSICIST / RESEARCH TECHNOLOGY SALES MANAGER (M/F/D)

WHAT IS IMPORTANT TO YOU IN YOUR JOB?

Of course, the earnings have to be right, as does the chemistry in the team. But there's more: for example, satisfaction or even pride in the results of your work.

YOUR TASK

You will develop relationships with leading researchers at research centers and universities around the world to advance our access and opportunities and to promote our products that are known for their outstanding performance.

In this role you will take responsibility for direct sale in Europe:

Conduct regular customer visits to promote Scienta Omicron business

Acquire an in-depth understanding of customers' technical requirements and use this knowledge to develop the most relevant solution

Deliver bookings and revenue commitment, take responsibility for project pricing and cost calculations

Develop strategies that result in maximizing the business

Manage the company response to incoming tenders, by providing the technical input, and coordinating input from colleagues from other functions

Represent the organisation at regional and international trade exhibitions, events and workshops/conferences

Develop and maintain a high level of knowledge on our entire product range and on our competitors' products

Feedback of market situation and potential product improvements to the product managers, development team

YOUR PROFILE

Advanced degree in Physics

Deep technical understanding in ARPES, SPM and/or MBE

Business fluent in English and preferably French

Good presentation skills

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

Team orientation, assertiveness and communication strength

OUR BENEFITS

Start into a future with the best development opportunities and the security of a globally active group of companies.

You will get:

Excellent compensation

Opportunity to work with customers

Possibility to travel the world and see new places

Great colleagues in the European Sales & Service Team

Opportunity to influence how we work

YOUR WAY INTO OUR COMPANY

The position will be located in Taunusstein / Germany and will be legally assigned to Scienta Omicron GmbH.

We are looking forward to your application.

Please send it to:

recruiting@scientaomicron.com

Scienta Omicron GmbH

Heike Wilke

Limburger Strasse 75

65232 Taunusstein

Tel: +49 6128 987 119

www.scientaomicron.com