



Picosens GmbH

Founded in 2007, Picosens GmbH develops and patents visionary solutions in the area of sensor technology. Besides patent and license placement, Picosens brings innovations that it has developed into its own product portfolio and offers R & D services for highly technical customer projects. Currently, Picosens is developing products for core applications in security and access systems, building services, and materials analysis for a wide variety of industrial applications.

We are looking immediately for a Sales engineer

Your tasks

- Building new and expanding existing markets
- Identification of potential applications and target groups
- Contacting potential customers and partner companies
- Presentations during customer and partner visits
- Generation and evaluation of inquiries and provision of quotations
- Conduct negotiations and bring about sales success
- Further customer care
- Advice on technical questions & support requests
- Creation and support in various market analyses
- Capture customer needs and pass product requirements to product management
- Participate in product specification and portfolio decision-making processes

What we want from you:

Proven experience in the field of sales, "Field marketing" or similar, a high willingness to travel, very good technical understanding, a serious demeanour and very good international industry networking for our solutions.

- Industrial engineer / business manager with technical background
- Experience in the area of market analysis (target group specification, competition analysis)
- Experience with the specification of products
- Structured customer and result-oriented work ethic
- International experience
- Strong communication skills and fluent German and English skills, other languages are an advantage

Are you enthusiastic about new future-orientated visions and can realize ideas into concrete projects? Please send your detailed and complete job application documents to Ms Andrea Riemann, management assistant, at the following email address. [andrea.riemann \(at\) picosens.de](mailto:andrea.riemann@picosens.de)

www.picosens.de

Picosens GmbH, Bussmatten 21, 77815 Buehl, Telephone: +49 (0)7223-808 86-0, Email: [info\(at\)picosens.de](mailto:info@picosens.de)