



Sales Engineer (m/f/x)

Analytical Instruments

Delivering Value

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

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.

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 deliver added value to research and development and always be up to date? Then you are ready to continue writing the success story of PHI GmbH.

Boost 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 PHI GmbH in your own sales territory. In order to keep up with our growing portfolio, we currently offer various sales territories.

The focus of your work is on building sustainable relationships and communicating expertise about our products. You will work closely with colleagues and our marketing and service experts to develop innovative initiatives.

What you can expect

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 observe market trends and develop sales strategies.
- You build up sustainable business relationships and a strong network, which you continuously maintain.
- You work closely with our international product manufacturers and participate in their sales meetings.
- You will assist in the preparation and take part in trade fair appointments and conferences.
- You are responsible for maintaining project and customer data in our CRM system.

What you bring

- You have successfully completed a Master's degree in natural sciences.
- 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 fluent German and English.
- 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 happy to take on responsibility.

You are success-oriented, think in an entrepreneurial way and convince through target group-oriented communication.

You attach importance to a professional appearance, are customer-oriented and demonstrate empathy and the ability to cooperate with different contacts.



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 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

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