

When teamwork matters.

We believe that everyone counts and that the right people can do great things together.

JOIN OUR TEAM

At NanoTemper Technologies, we have a big mission — to enable researchers to do the best science of their lives. Since 2008, we've been developing, producing and selling cutting-edge instruments for drug discovery. With our headquarter in Munich, 10 subsidiaries and 150 employees all around the world, we are known for our local and personalized customer-centric approach. We've also won numerous company and product awards, namely "Innovator of the Year" for the Top 100 companies in Germany in 2017 and 2018.

Regional Sales Development Specialist (m/f/d)

Munich

A great opportunity for a highly motivated self-starter used to working in a high performance culture. Help us to enable our customers to do science that matters by always pushing the limits. Based in our Munich Office (Remote working possible) the Sales Development Specialist (SDS) works with regional teams to develop and support an active sales pipeline in a specific geography. The SDS will be performing opportunity generating activities supporting the regional field team.

Responsibilities

- Execution of sales generating activities
 - Territory and account mapping
 - Local event organization
 - Opportunity generation via social media and other digital channels
 - Supporting E-workshops and remote instrument demonstrations
 - Deploying regional marketing campaigns
 - Qualifying campaign responses
- Supporting instrument sales where required
- Developing solid customer relationships

We offer

- Unique opportunity to be part of a first-class team, developing cutting-edge technology for drug discovery
- Opportunities to have influence and ability to take ownership of your own work
- Investment in personal development and emphasis in learning new skills
- Permanent position with an attractive salary
- An international environment, with English as the company language
- Great office location in Munich with a mountain view close to the Isar river

Your background

- Bachelor, Master or PhD in Biochemistry, Biophysics, Molecular Biology, or related fields
- Sales experience is an advantage
- Affinity for relationship building, customer focus and motivation for selling
- Prospecting skills, technical understanding and ability to apply technical knowledge in a business situation
- Team player with excellent networking skills
- Open and friendly communication skills
- Adaptability, flexibility, resilience and independent working skills
- Well organized and able to manage multiple projects simultaneously
- Professional use of English is a must, any additional languages are an advantage

To apply, send your resume to job@nanotempertech.com