



Account Manager - Germany

Taking on a dynamic role in fast-growing environment, the Account Manager will be responsible for promoting Laserax's leading technology and products to end users within the assigned territory in order to realize sales. The ideal candidate will be a key player in rapidly achieving maximum sales growth in Germany—all while maintaining profitability.

Working remotely from a key location in Germany and reporting directly to the Business Development Manager of the EMEA region, this position requires frequent travelling to visit customers.

Company Information

Laserax is a laser system manufacturer that provides efficient, innovative and safe solutions for the most demanding industrial applications. We rely on a team of laser technology experts to offer a complete range of products for laser marking and laser cleaning.

Job Responsibilities

- Constantly contact people in targeted industries across the various prospecting channels (in person, by phone, by email, with social media, etc.) to rapidly grow and maintain the sales pipeline
- Frequently visit existing and potential customers to promote Laserax's leading technologies to create business opportunities as well as negotiate and close deals
- Clearly identify and communicate all customer needs and specifications to the Field Application Engineer (FAE) for preparing quotes
- Ensure that opportunity pipelines are constantly up-to-date in the company's CRM
- Report the progress of all ongoing sales activities on a weekly basis and participate in forecasts
- Assist in the implementation of the sales and marketing plans by participating in trade shows, technical events, in-house demonstration, sales meetings and other sales events



Requirements

- 3+ years of experience in a direct sales position for industrial equipment
- Demonstrated hunter sales profile (growing market share and closing deals)
- Strong communication, interpersonal and negotiation skills
- Good understanding of customers, market dynamics , and requirements in at least one of the following industries: automotive or industrial lasers.
- Able to work independently as well as a team player in a dynamic and fast-growing business environment
- Excellent prioritization and organizational skills
- Bilingual in German and English
- Ability to travel frequently
- Valid passport and driver's license

Our corporate values are
Expertise - Commitment - Creativity

Send your application to
rh@laserax.com