



DECTRIS is a successful and growing hightech company that develops and manufactures X-ray and electron cameras to spark scientific breakthroughs around the world. While photographic cameras capture visible light, DECTRIS cameras count individual X-ray photons and electrons. Our 170+ employees are located in Switzerland, the United States and Japan. At DECTRIS, academic research meets agile industry practices. The company's roots are deep in the scientific community and our scientists publish new research results every year. At the same time, our engineers, technicians, administrators, and commercial experts work hard to make sure our customers benefit from the latest technologies without delay. Since the beginning of 2022, our company has been on a journey towards self-organisation. We follow the principles of self-organised work according to Sociocracy 3.0.

Sales Manager Electron Microscopy

Your Tasks

- **End User and OEM Integrator Sales Management:** Responsible for managing sales for established customers worldwide, including end users in research facilities and OEM partners. Focus on satisfying customers, growing long-term business relationships and expanding sales
- **Market Development and Active Sales:** Drive market development by proactively identifying new sales opportunities, generating leads, and expanding customer networks through regular travel, industry events, and relationship-building initiatives with potential clients and industry partners
- **Customer Relationship Building:** Build and maintain strong, long-lasting customer relationships by understanding their needs, partnering with them, and following up regularly
- **Negotiations & Contract Management:** Lead negotiations on supply agreements and sales contracts
- **Technical Expertise and Customer Solutions:** Utilize your technical knowledge and understanding of customer needs and product offerings to identify and provide optimal solutions. Deliver executive-level presentations/solution experiences to customers and decision-makers
- **Sales Customer Intelligence:** Support market teams with customer demand and customer experience feedback
- **Cross-Functional Collaboration:** Continuously cooperate with marketing, product, and customer service teams to ensure a cohesive approach to market penetration and customer satisfaction
- **Sales Performance Monitoring:** Provide accurate quarterly forecasts based on detailed sales performance metrics

Your Skills

- **Educational Background:** Master's or higher degree in a discipline with a technical focus (e.g., engineering, physics, or a related scientific discipline). A master's or higher degree in business administration or a related commercial discipline is highly advantageous
- **Technological and Business Interest:** Excitement for technology paired with a strong interest in business performance
- **Technical/Scientific Communication:** Ability to understand complex technical products and effectively communicate their benefits to customers in their respective applications
- **Cross-Functional Experience:** Experience working cross-functionally with departments such as marketing, product development, and customer service
- **Analytical and Strategic Mindset:** Solution-oriented with an analytical and strategic approach
- **Communication Skills:** Ability to explain complex technical concepts clearly and concisely and to listen to customers and make them feel understood
- **Presentation and Relationship Building:** Excellent presentation skills and the ability to build strong relationships.
- **Travel Willingness:** Eagerness and ability to travel around 20% of the time to meet with customers and attend conferences. Relocalization to Switzerland is a strong advantage
- **Pressure Management:** Capability to work effectively under pressure and prioritize tasks
- **Sales Experience:** Demonstrated expertise in selling high-tech products
- **Technical Knowledge:** Experience in the field of electron microscopy is a strong advantage
- **Language Skills:** Fluent in English, with a good command of German being advantageous

We Offer

- A successful and growing high tech company in an international, scientific environment
- Joining the global leader in HPC X-ray detectors for science and industry. Our Developers design cutting-edge detectors to support the state of the art science and technology
- An international work environment formed by more than 170 experienced engineers, scientists and other professionals. The company languages are German and English
- Excellent, flexible working arrangements to enable professional development and personal life balance
- An attractive working environment: modern infrastructure with wheelchair-accessible rooms, small fitness room, underground car park, subsidised meals, free snacks and drinks, various company events, internal and external training, home office options, after-work beers and other joint leisure activities

<https://www.dectris.com/career>



Your Future Team



Sales Team

The DECTRIS sales team manages the entire sales process and ensures customer satisfaction and delivery of our products and services. We consider ourselves partners to our customers, offering expert advice, ensuring timely and flawless delivery, and providing smooth after-sales service. Our focus is on long-term customer loyalty rather than short-term success, catering to both B2B and B2C markets. Our team combines technical expertise and application knowledge with extensive export experience and proficiency in ERP/CRM systems. Handling international tenders is a key part of our role. To deliver exceptional customer service, we collaborate closely with colleagues in Production, Product Management, and Service & Support.