

To strengthen our sales team, we offer a permanent position for a:

Sales Professional (m/f/d) with experience in International System Sales & Consumables

LCTech GmbH is a fast-growing company with international orientation, operating as family business since 20 years. We develop and distribute unique robotic systems and consumables for the preparation and analysis of food, feed, toxicological, and environmental samples. For some of these applications, LCTech is acknowledged technology leader and recognized as this among international Scientist and is part of the Skalar Group since August 2023.

Your Tasks

You will sell technically sophisticated, consultation-intensive laboratory equipment and consumables for food, feed, and environmental analysis. Furthermore, you will play a significant role in developing the global spare parts & consumable business within the capital analytical instruments industry.

After an appropriate training by all departments of the company, from the beginning, you will be responsible for the success in a group of countries all over the world. Your main business partners will be local distributors in the various countries, which you support with onsite and offsite consultation. In addition, you will discuss our outstanding technical solution and well-thought-out engineered instruments that differ from the competition with decision makers and users in laboratories. A well-rehearsed team will support you in your tasks.

Furthermore, you set, propose and achieve an annual spare & consumables sales target and you develop and plans sales promotional campaigns. Collect and analyse market price levels by part categories and stay competitive to expand sales. You identify the field of improvements for the consumable business by analysing data and develop sales and marketing strategies.

Your Profile

- A degree in chemistry or engineering or a good education in chemical engineering Analytics, e.g. CTA with at least 3 years of professional experience
- Sales experience for technical products requiring intensive consulting - ideally in an international environment
- Confident and representative appearance
- Proven track record of at least 3 years of Consumables sales and marketing in the analytical instrumentation industry
- Self-driving approach, with the ability to extract out of a situation the most effective action items to succeed
- Good command of German and English in word and as well as in written.
- Readiness to travel according to the international assignment and driving licence class B

We Offer You

You will receive an attractive fixed salary, participate in a company pension scheme, and receive capital-forming benefits as well as additional company health insurance within a market leading company. We also provide you with a company car, mobile phone as well as laptop.

Could we arouse your interest?

Are you interested in this exceptional position in application-oriented sales?

Then we look forward to receive your application. Please send it to the address below (please only by e-mail). Applications will of course be treated confidentially and will be deleted at the latest 6 months after receipt.

For information by telephone, please contact **Mr. Ben Vellinga (+31 6 20421116)**

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