

We are looking for a talented

Cryogenic Sales Engineer

(m/f/d | full time | Munich)

Cryogenic temperatures have always been an important tool in science, leading to numerous breakthroughs, Nobel prizes, and commercial applications. As quantum technologies mature, novel cryogenic solutions are needed to accelerate quantum research and enable their adoption at an industrial scale. At kiutra we contribute to this effort by developing innovative cryogen-free products based on our magnetic cooling technology.

Responsibilities and Duties

- First point of contact for customers in science and industry
- Serve as a source of information to customers about our products & services
- Learn about the customer's requirements and their impact on the product's configuration, consult and assist the customer in choosing their ideal cryogenic solution
- Maintenance and development of sustainable customer contacts and relations, coordination of customer enquiries as well as contract negotiations and preparation of quotes
- Reporting of sales forecast and evaluations of customer demands
- Inbound lead support as well as proactive outbound cold contacting
- Presentations at tradeshow, on-site meetings and other marketing events
- Analysis and evaluation of customer requirements and needs; market analysis and lead-tracking, market forecasting
- Close collaboration with surrounding divisions such as Product Development and Marketing
- Continuous improvement and streamlining of our sales tools and processes
- Report of sales forecast and evaluations of customer demands

Skills and Qualifications

- Completion of a university degree (Master or PhD) in physics, quantum science & technology or similar
- Well established knowledge in one of the following topics: low-temperature physics, detector physics, quantum physics, material science, optics or similar
- Initial professional experience in sales or business development is desirable, but not absolutely necessary
- Ability to work with customers in the highest levels of academic research and industry
- Very good communication skills (written and oral) in German and English
- Open minded, friendly and communicative personality, customer contact makes you happy
- Interest in international travel and networking
- You work independently, result- and goal-oriented, you set priorities, organize yourself, have a high sense of responsibility, and proactively implement creative ideas

What We Offer

- You work together with an inspiring team of scientists, engineers, and visionaries
- You will have a lot of fun and the freedom to bring in your personal touch and expertise
- You can grow your skill set as an international B2B Sales expert, and are constantly working on future technologies with worldwide scientists and innovators
- You become part of kiutra's core team – with long-term job prospects and broad career development opportunities
- Attractive and competitive compensation schemes

Are you motivated to join us and shape the world of science and quantum technology with us?

We are looking forward to your application to
talents@kiutra.com