

*We are looking for a talented*

# Sales Assistant

(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

- Qualifying leads from marketing campaigns
- Contacting prospects through cold calls, emails and social outreach and setting meetings
- Introducing our company to prospects and business partners
- Determining the prospects' requirements and finding appropriate products/services together with our technical sales team
- Building long-term and trusting relationships with prospects
- Proactively seek business opportunities in the market
- 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
- Documentation and maintenance of sales activities in our CRM system
- Reporting sales results to the sales manager

## Skills and Qualifications

- Demonstrated work experience as a Sales Assistant, Development Representative, Sales Account Executive or in a similar role
- Hands-on experience with multiple sales prospecting techniques, such as cold calling, cold emailing, and social outreach
- Track record of achieving sales & meeting quotas
- Experience working with a CRM
- Good understanding of sales performance metrics
- Excellent communication and negotiation skills (written and oral) in English
- Ability to deliver engaging presentations
- Ability to work with customers in the highest levels of academic research and industry
- Open minded, friendly and communicative personality, customer contact makes you happy
- 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 researchers and innovators worldwide
- 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](mailto:talents@kiutra.com)