
International Sales Manager

International sales of SENTECH thin film metrology and
plasma process technology

SENTECH Instruments located in Berlin is a globally active company with a very strong market position in thin film metrology and plasma process technology, such as plasma etching, deposition, and ALD systems.

SENTECH is looking for a qualified sales expert to join the international sales team for innovative capital equipment. Our new colleague shall be responsible for supporting and growing sales in assigned regions in our global sales network of sales offices and distributors. The new international sales manager will work closely with the sales, application and marketing teams.

Sales experience in B2B industry combined with market knowledge in semiconductor technologies is mandatory. Experience in selling capital equipment to industry and R&D is a plus. Management experience in sales through a distributor networks is a major plus.

Tasks:

- Supporting the international distributor network and sales offices.
- Exploring and developing new sales partnerships.
- Supporting sales and marketing activities, internationally.
- Direct customer support for key projects and accounts.

Products:

- Full spectrum of the SENTECH product portfolio: Thin Film Metrology and Plasma Process Technology

Your qualifications:

- 5+ years sales and management experience with industrial equipment for semiconductor or thin film technology.
- Knowledge in semiconductor thin film technology, nano- & microtechnology, materials science and related fields.
- Master degree or PhD in Physics, Materials Science or related disciplines.
- Strong analytical and problem solving skills combined with drive for business development.
- Good written and oral communication skills in German and English.
- Able to travel internationally about 25% of the time.

Please send your application materials including curriculum vitae via e-mail to Friedrich P. Witek (friedrich.witek@sentech.de).