

Head of Sales North West Europe

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Company: Bruker

Location: United Kingdom

Category: other-general

Überblick

As one of the world's leading analytical instrumentation companies, Bruker covers a broad spectrum of advanced solutions in all fields of research and development. All our systems and instruments are designed to improve safety of products, to accelerate time-to-market, and to support industries in successfully enhancing quality of life. We have been driving innovation in analytical instrumentation for over 60 years now. Today, more than 7,500 employees distributed across 90 locations around the world continue to delight our customers with innovative solutions.

Bruker Nano, one of Bruker's four operating segments, provides customers in academic and governmental institutions, life science, materials, and applied industries with the tools to determine the characteristics of matter and visualize the structure of molecules. Divisions within BNANO include Bruker AXS, Bruker Nano Analytics, Bruker Nano Surfaces and Metrology, Fluorescence Microscopy, and Canopy.

Bruker Alicona is part of the Bruker family of companies, a provider of high-performance measurement solutions for science and industry. We develop, produce and distribute optical 3D metrology worldwide.

To strengthen our Sales Team in Europe, we are looking for a **Head of Sales North West Europe (m/w/d)** which can be based in France, UK, Netherlands, Belgium, Sweden, or Austria (remote).

Aufgaben/Verantwortlichkeiten

As "Head of Sales North West Europe" you report to the Sales & Marketing Director

and are responsible for developing sales, increasing product market share, developing relationships with customers, and distributors and maximizing customer satisfaction without sacrificing profitability for Bruker Alicona in your region.

Develop and implement sales strategies and actions for North West Europe

Leadership for direct sales team in France (3 direct reports)

Management of indirect sales channels in UK, Benelux, Sweden

Attend to sales inquiries by responding to requests and questions.

Establish new accounts by identifying potential customers.

Build and manage the healthy sales funnel based on the Bruker Alicona Sales Approach.

Achieve agreed sales forecasts by working based on the Bruker Alicona Sales Approach.

Utilize CRM for sales funnel management related to the Bruker Alicona Sales Approach.

Preparation of quotations and overseeing the related order processing.

Work closely with the Applications and Global Sales Operations teams at Bruker Alicona in Austria & France.

Qualifikationen

Completed education and experience in technical sales

Knowhow in the field of metrology is an advantage

Energetic self-starter with a strong work ethic

Customer-oriented thinking with targeted and positive interaction with employees

Excellent communication, presentation, and teamworking skills

High motivation, self-initiative, and self-management skills

Fluent in English and any additional language preferable (French, Swedish, Dutch)

Intercultural competence with the willingness to travel

A quick learner

Our Offer

Location: France, UK, Netherlands, Belgium, Sweden or Austria possible

Travelling about 60-70%

A value-orientated working environment that leaves plenty of room for active participation and personal

responsibility.

Intensive training and ongoing professional development in a rapidly growing company

Regular employee events

Working from home option

A full-time position with flexible working hours thanks to flexitime regulations without core hours

Teilen Sie dieses Stellengesuch in Ihrem sozialen Netzwerk! |

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