

TSE Systems is one of the leading developers and manufacturers worldwide of state-of-the-art measuring and evaluation systems as well as methods and procedures for biological, clinical and pharmaceutical research. An interdisciplinary team of scientists and engineers regularly provide innovations. All systems are continually being optimized in close cooperation with specialists from the fields of science and medicine using the latest techniques. In order to complete our teams we are looking for the following position, to be filled immediately or later:

## Area Sales Manager (m/f) Germany – Austria – Switzerland

Ref.: TSE-908023

Your duties include the acquisition of important potential customers/institutes in academic research and research in the pharmaceutical industry. This includes the systematic identification and utilization of national and international scientific networks. Intensive customer contacts on site, the rapid processing of customer inquiries from your marketing area, the systematic pursuit of the corresponding offers as well as looking after a CRM-system form the core of your activities. With your negotiating strengths and your target-oriented manner you will develop a solid foundation of confidence to decision-makers and will convince them of the special qualities of TSE-products and services. You will also ensure the qualified processing of tenders within the time limit for larger investments at both the EU and national levels.

You will be embedded in our Sales Team Europe and report to our European Sales Manager. In your sales activities you will be supported by your product management colleagues, our marketing division, our ordering and processing departments as well as by our Technical Services.

Ideally you would have several years' international experience in successfully selling investment goods that require explanation in the biomedical research field. You are independent and creative and are also used to turnover-oriented work; you are able to open up new markets systematically and on a long-term basis. You bring with you the commitment of a sales professional used to working under pressure and the readiness for intensive traveling activities. Technical and commercial understanding is a prerequisite.

In addition to business fluent English and German, we also expect you to have a very good knowledge of one of the national languages of your future sales area. You will organize on-site product and user seminars independently and selectively. You will actively participate in scientific congresses throughout Europe, either alone or as part of a team.

In addition to a salary appropriate to the position, we also offer a company car and the full set of electronic hardware and software required for the position.

Our **headquarters in Bad Homburg** (near Frankfurt/Main) is reachable by best transport connections. If you would like to contribute by accepting responsibility for the success of an innovative and internationally expanding company we can offer you good chances for your further personal development. Please submit your detailed CV together with the salary expectations and your possible starting date to the contact address given below.



***We would be pleased to see you!***

### TSE Systems GmbH – Job

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