

## **INSION – The Spectral Sensing Company**

INSION is the leading manufacturer of monolithic Microspectrometers.

INSION focuses on the development, the production and sales of miniaturized spectral sensors as an enabling technology for new OEM applications. The INSION core team is working since more than 20 years on microsystem technology based spectral sensors and supports customers in all aspects of their applications.



Become a part of our team in Obersulm! We are looking for a

### **Head of Sales and Marketing (m/f/d)**

#### **Your tasks**

- Lead our marketing and sales team
- Professional in market needs and customer structure analysis
- Identify target applications and customer segments for our wide product portfolio
- Refine our B2B marketing and sales strategy
- Deep market knowledge to identify market segments, application areas and customer needs
- Strengthen marketing and sales structure, customer interface and customer selection
- Implement processes for customer planning and contacting, time management, CRM system, documentation and coaching

#### **Your profile**

- No matter if your background is in science, technology or economics – your passion is to create innovative solutions by forming business relations. Same is for enthusiastic candidates with a technical background in optical technologies, analytical- or computational sciences.
- Experience as a sales representative or sales manager, consistently meeting or exceeding targets
- Ability to drive the sales process from plan to close
- Strong business sense and industry expertise
- Excellent mentoring, coaching and people management skills
- You are fluent in the German and English language.

#### **Our offer**

- You will enjoy an exciting and modern working environment in a growing team with flat hierarchies and a respectful and pleasant working atmosphere.
- We provide a sound job introduction and continuous training.
- Company pension plan and manifold incentives.
- We have an excellent business infrastructure, and we are very well connected to the public transportation system.

#### **Apply now!**

We're looking very much forward to your application at [bewerbung@insion.de](mailto:bewerbung@insion.de) and will respond promptly. In case of any questions please do not hesitate to contact us.