

## 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

### **Sales Representative and Application Specialist \*Microspectrometers\* (m/f/d)**

#### **Your tasks**

- It's your passion to identify new applications and contact potential customers in the fields of medical diagnostics, process automation and material qualification. You acquire new customers and create new products from early conceptual discussions, requirements engineering, product- and process development throughout production and life cycle management. Strong scientific and technological background will be provided by our team of experts.
- To provide guidance to our development team in customer- and market relevant aspects.
- To create B2B relations around our products and services by evaluating customer inquiries and generating our bespoke product offers.
- To represent INSION at customer meetings, international conferences and trade shows.

#### **Your profile**

- No matter if your background is in science, technology or economics – your passion is to create innovative solutions by forming business relations. Ideally you already gained experience in a sales-oriented position. Same is for enthusiastic candidates with a technical background in optical technologies, analytical- or computational sciences.
- Flat organizational structures require sound self-organization and management skills paired with communication-, negotiation- and sales 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.