

**DIVISION:** Rigaku Europe SE, Sales department  
**LOCATION:** Neu-Isenburg, Germany  
**POSITION:** Sales Manager

Rigaku is an international manufacturer of scientific instrumentation priding itself on being a customer-focused business whilst offering the best in engineering and software solutions.

Rigaku main site: <http://www.rigaku.com>

### **Role**

A direct sales position at Rigaku Europe SE managing direct Germany, Switzerland and other territories. The primary responsibilities are to acquire new customers while retaining and growing the existing installed customer base for all Rigaku products related to X-ray diffraction.

### **Main Duties**

- Effectively communicate the value, features and benefits of Rigaku instruments to our existing and prospective customers.
- Drive and guide all aspects of the sales process – prospecting, arranging product demonstrations, quoting, negotiating and closing.
- Must be able to effectively communicate details from the customer to our internal resources and back again.
- Work closely with the sales and applications team to develop effective strategies.
- Build rapport and long-term relationships with customers.
- Coordinate responses for public tenders
- Reporting of forecast to director of sales

### **Experience and Skills**

- Highly self-motivated.
- Ability to understand our customers research needs.
- Experience of communicating to a scientific audience.
- Enthusiastic, professional, competitive and driven.
- Experience in customer service, applications or sales in any form of X-ray diffraction or related field is preferred.

### **Essential**

- Science degree or PhD.
- Excellent people skills to interact with both colleagues and customers.
- Must be prepared, and be able to travel without restriction both within and outside Europe for a significant proportion of time (approximately 50%).
- Full and clean driving license.

**Location**

- Rigaku Europe SE office in Neu-Isenburg (near Frankfurt) Germany.

**Competitive Salary and Benefits****Closing Date**

All applications should be received before 31<sup>st</sup> May 2019.

*No recruiters or agencies please*

Candidates that meet the stated qualifications should send their CV and a cover letter to:

[RESE-Jobs@Rigaku.com](mailto:RESE-Jobs@Rigaku.com)

Rigaku Europe SE is an equal opportunities employer.