

As one of the world's leading suppliers of instruments for surface and interfacial science, DataPhysics Instruments is a fast-growing and dynamic young company, priding itself in innovation and an uncompromising commitment to customer support. Our continued growth relies on recruiting and developing individuals that can make a positive contribution to our business. For additional information about our high technology products sold to Fortune Global 500 companies and leading academic institutions and government laboratories around the world, visit our website at www.dataphysics-instruments.com/us/



DataPhysics Instruments USA, the fast-growing U.S. subsidiary of DataPhysics Instruments GmbH of Filderstadt, Germany, is looking to hire an enthusiastic

Technical Sales Specialist

Typical tasks of the position include, but are not limited to:

- Direct sales of DataPhysics Instruments devices for surface & interfacial science to R&D labs, QC labs, government and academic laboratories within the assigned territory of Southeastern U.S.
- Strive to pursue new business prospects and penetrate new accounts
- Communicate via email, social media, and phone with potential new customers and forward appropriate information to corresponding territory sales representative for follow-up
- Visit customer sites on a regular basis to give sales presentations, perform instrument demonstrations and conduct customer training
- Work closely with the DataPhysics Instruments Management and Applications staff to discuss leads and research strategies on a weekly basis
- Maintain an up to date customer/contact database to support the distribution of marketing materials
- Attend product related technical shows and other marketing related activities and represent company products and services
- Submit accurate and timely sales forecasts

The successful candidate will have a combination of knowledge, skills, and experience that would include the following:

Education:

- Bachelors degree in Chemistry, Materials Science, Engineering or other technical field

Experience:

- 2+ years experience in capital equipment sales is preferred but an exception can be made for the truly outstanding candidate
- Must have a strong work ethic, positive can-do attitude, and be ultra-responsive to internal and external customers
- Excellent written and verbal communication skills, specifically including an effective telephone presence and professional email correspondence
- Establish and maintain effective working relationships with a diverse customer base
- Ability to prioritize activities that achieve sales goals, good time and territory management skills

Travel:

- Must possess a valid driver's license
- Must be willing to travel up to 50% of the job
- Must be legally eligible to work in the U.S.
- Must be able to travel both by ground and air carrier
- Must be able to lift up to 75 lbs

We offer:

- well equipped office space at DataPhysics Instruments USA Corp. headquarters in Charlotte, NC
- competitive base salary plus a bonus plan
- comprehensive benefits package

Contact

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DataPhysics Instruments USA Corp. is an Equal Opportunity Employer.