

## Sales Manager for Metrology worldwide (m/f/d)



SURAGUS GmbH is a leading edge developer and manufacturer of thin film testing solutions in Germany. The wide and high frequency range of the eddy current technology EddyCus® systems enables metrology for quality and process control. The EddyCus® testing systems are used for the characterization of deposition, pre and post treatment, lift off processes of coatings on glass, silicon, plastics, ceramics etc. as well as fiber reinforced composites. EddyCus® testing systems are used for serial testing, process control and quality assurance in large multinational companies, SMEs, testing laboratories and research institutes world-wide.

**Sensors are key to Industry 4.0 – SURAGUS is positioned to contribute strongly to smarter global production processes and is therefore seeking a Sales Manager for Measurement Technology**

### The position

- ▶ Independent, technical selling of sensors and testing equipment for material, process and layer characterization to global B2B with focus on EU and USA markets
- ▶ Specifying of customer requirements and technical consulting with industrial customers
- ▶ Actively communicating with and supporting of our worldwide sales partners
- ▶ Advancing and implementing global sales strategies
- ▶ Participating in trade fairs, conferences and road shows nationally and internationally
- ▶ Conducting sales and contract negotiations
- ▶ Observing of market developments and influence on product strategies
- ▶ Seizing market and application opportunities through content creation

### Your profile

- ▶ You hold a degree in electrical engineering, mechanical engineering, industrial engineering, materials science, physics, or a similar field of study
- ▶ You have significant expertise in thin-film processes or B2B-sensor industry
- ▶ You have an open personality and enjoy communicating with customers
- ▶ You are interested in new materials, manufacturing processes and testing technologies
- ▶ You want to contribute to Industry 4.0 automation and innovation in new applications, such as photovoltaics, semiconductors, batteries, fuel cells, architectural and smart glass, displays, etc.
- ▶ You are curious, ambitious, and determined to achieve more
- ▶ You are a fast learner and communicate professionally

### What we offer you

- ▶ Permanent employment with market- and performance-oriented compensation
- ▶ Free choice of IT-hardware to get your productivity up
- ▶ Work-life balance at its best: vacation-work blending days, trust-based working hours and the option of mobile office
- ▶ Always up to date: regular in-house workshops, conferences and weekly stand-ups
- ▶ Stress-free commuting to work: discounted public transport ticket and parking spaces
- ▶ Direct and non-hierarchical communication from intern to CEO. SURAGUS represents open doors and helpful, committed colleagues mixed with an international team and helpful, committed colleagues mixed with an international team
- ▶ You have the opportunity to make a big difference through a high level of personal responsibility and flexibility
- ▶ Company and team events, e.g. field hockey, table tennis, LAN parties

We are looking forward to receiving your application including cover letter, CV and references. Please send us your application in PDF format to [jobs@suragus.com](mailto:jobs@suragus.com) or just give us a call on +49 351 32 111 503.

**We are looking forward to hearing from you!**

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Engineered and Made in Germany

Innovation Award by  
Free State of Saxony 2013  
1st Place

