



Leading-edge provider of instrument for powder flow characterization for the additive manufacturing sector pharma, food and chemistry

Job description: **Sales Manager Jr @ Granutools**

Granutools is currently looking for a Sales Manager Jr with a **passion for Science and Technology** to work closely with customers on sales of the instruments developed by Granutools.

Main responsibilities involve to:

- Sell directly to customers
- Sell through an existing network of distributors
- Follow up sales contacts and anticipate sales activities
- Work with the particle scientist and the sales director to sell
- Create leads and follow up until closing
- Use technical information to promote products
- Understand new applications
- Coordinate and join high level events like congress and fairs
- Create new documentation, technical note and competitive information

To this end, we are looking for:

Our ideal candidate has a scientific background (MSc or PhD preferred) and is looking for a sales job, Good technical experience to understand customer applications and technical publications

An engineer/scientist willing to make the move to sales is a good candidate

Sales experience is preferred but not essential for PhD graduates

For MSc graduates minimum 3 years of sales experience is required

Able to handle a large number of accounts in parallel

Interest in working in a high growth business

Experience (not required) in

- additive manufacturing production process, is a plus
- powder processing business (like Pharma), is a plus

Excellent communication and networking skills (written and spoken English)

Based in Belgium, French is a must, good command of English

Willingness to travel 30%

We offer:

- the possibility to develop a high-level network among the scientific and industrial community
- a key role to build up a new business in a small company with high growth potential
- a chance to put a new technology as a reference in the field by solving important problems
- to work with top tier companies with large R&D and industrial facilities
- the opportunity to lead projects with clear and measurable objectives
- a motivating working environment involving many different tasks in a fastmoving company
- a good salary package

Starting day and availability

- Location: Liege, Belgium
- ASAP
- Full time

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