

## International Sales Manager (m/w/d)

International sales of SENTECH Plasma Process Technology and Thin Film Metrology

SENTECH Instruments located in Berlin is a globally active company with a very strong market position in thin film metrology and plasma process technology, such as plasma etching, deposition, and ALD systems.

SENTECH is looking for a qualified sales expert to join the international sales team for innovative capital equipment. Our new colleague shall be responsible for supporting and growing sales in assigned regions in our global sales network of sales offices and distributors.

Sales experience in the B2B industry combined with market knowledge in semiconductor technologies is mandatory. Experience in sales through distributor networks is a major plus.

### Tasks:

- Supporting the international distributor network and sales offices.
- Exploring and developing new sales partnerships.
- Supporting sales and marketing activities like international trade shows.
- Direct key account management.
- Business and revenue development through success tendering processes and B2B cooperation.

### Products:

- Full spectrum of the SENTECH product portfolio:  
Plasma Process Technology Systems and Thin Film Metrology Tools

### Your qualifications:

- A proven track record in sales and management experience in B2B.
- Knowledge in semiconductor thin film technology, nano- & microtechnology, materials science and related fields.
- Master's degree or PhD in Physics, Materials Science or related disciplines.
- Strong analytical and problem-solving skills combined with a drive for business development.
- Very good written and oral communication skills in German and English. A third language would be appreciated like Spanish, Chinese or French, but not essential.
- Able to travel internationally about 25% of the time.

At SENTECH, everything we do is underpinned by our dedication to building a great workplace. We aim to create the right environment for each individual to reach their potential. We recognise that our people are our greatest asset and know what's possible with a talented and diverse team that believes in what science can do. That's life at SENTECH.

### Career benefits:

- Wellbeing – SENTECH offers a comprehensive package that includes flexible working hours, remote working, and schemes including buy-a-bike, health initiatives, over 30 vacation days per year, and the opportunity to participate in sporting events.
- Career development – Ongoing personal and career development and advancement through exciting, varied tasks in a collaborative environment on challenging topics at the forefront of scientific development.
- Environment – We offer our employees a modern, diverse, socially responsible, inclusive working environment and culture where they will be encouraged to grow and progress in building connections with the people around them. Your life at SENTECH is defined by you and guided by us.
- Recognition – Our people are offered ongoing excellent incentives, rewards, and training opportunities that recognize personal career achievements and ongoing development and business performance.

Have we piqued your interest? Then apply, stating your salary expectations and your earliest possible starting date. Please send your application materials including curriculum vitae, the earliest possible starting date and the reference number **XX\_Y** via e-mail to [recruiting@sentech.de](mailto:recruiting@sentech.de).

### **SENTECH Instruments GmbH**

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