

(Junior) Sales Engineer (f/m/d)

Do you want to shape the future as part of a diverse, international team in a fast-growing, high-tech company? Then read on!

At kiutra, we contribute to the development and application of quantum technologies by offering innovative and sustainable cooling solutions based on our unique magnetic cooling technology.

For our Munich office, we are looking for a **(junior) sales engineer (f/m/d)** in part or full time.

Responsibilities

- Learn about the customer's requirements and their impact on the product's configuration, consult and assist the customer in choosing their ideal cryogenic solution
- Process customer enquiries, prepare quotes and close deals
- Keep our customers informed while their orders are being processed, assist them in preparing for installation and commissioning, and maintain contact after order completion to monitor and improve customer satisfaction
- Build and maintain a sustainable and trusting customer relationship
- Present our company, products and services at trade shows, on-site meetings and product demonstrations, outreach, and networking activities
- Analyse and evaluate customer feedback to help identify new features in close collaboration with our Product Development

Requirements

- Successfully completed degree (Master or PhD) in physics, quantum science & technology or similar
- Well established knowledge in at least one of the following topics: low-temperature physics, detector physics, quantum physics, material science, optics or similar
- Initial professional experience in sales or business development is desirable, but not necessary
- Ability to work with customers in the highest levels of academic research and industry
- Excellent communication skills (written and oral) in English

- Willingness to travel internationally (25 %)
- Open minded, friendly, and communicative personality
- Independent, well-organized, proactive working style
- High sense of responsibility
- You recently graduated or have already gained some professional experience

Benefits

- You will experience an open-minded, appreciative startup atmosphere with flat hierarchies and an open-door policy
- You will work with a great team in a fast-growing high-tech company
- You can expect regular performance reviews, long-term job prospects – plus a personalized yearly training budget
- You will have the chance to participate in valuable employee surveys
- You can look forward to a permanent employment contract and 30 vacation days per year
- You will work in a comfortable, bright and modern office with ergonomic equipment in compliance with health requirements
- You can benefit from “The Coolest Connection”, our employee referral program
- You will have the opportunity to get to know your team members better at our teambuilding events, Christmas parties, and other group events
- You will have free cold and hot drinks, snacks, and fruit at your disposal
- You can benefit from our company's pension plan, our bicycle leasing program (Jobrad), and contribution for the Deutschland-Ticket Jobticket

Interested? Then send us your application now!

To find out more about us, please visit <https://kiutra.com/>.