



For our established subsidiary in Mumbai, India, and Southern Part of India, we are currently looking for an

Assistant Sales Manager

Your Main Responsibilities

You will support the Sales Manager in developing our business for particle size and shape analysis in India. Maintaining strong relationships with existing customers and identifying new business opportunities, you will contribute to achieving sales targets and strengthening our market presence.

During customer visits, you will assess application requirements and advise on suitable instruments and technical solutions. Your responsibilities include preparing quotations, following up on proposals and supporting sales negotiations to help customers evaluate our instruments for their applications.

Working closely with our sales and service teams, you will coordinate customer support and project execution. You will maintain customer records, sales records and opportunity updates in our CRM system and contribute to exhibitions, seminars and other marketing activities.

Your Qualifications

You have a bachelor's degree in engineering, physics, chemistry, instrumentation or a related technical field, complemented by three to ten years of experience in technical sales, ideally involving laboratory equipment, analytical instruments or industrial equipment. A master's degree or an additional qualification in sales and marketing would be an advantage.

You combine an understanding of technical products and applications with a customer-focused approach. Strong communication, presentation and negotiation skills enable you to build lasting customer relationships and explain technical solutions clearly. Experience in product demonstrations or sample analysis would be an asset.

You are confident using MS Office and CRM systems and are willing to travel regularly within your sales territory for customer visits, exhibitions and seminars.

What we have to offer

At Sympatec, you will find a familiar and international culture with open, committed and highly qualified employees. You can expect a diversified and responsible full-time job in a motivated team. Our claim to set a course with innovation and quality makes for a very interesting and constantly challenging work environment. You can expect a performance oriented and competitive salary, all typical benefits, commensurate with the position.

If you feel you are the right person for this position, we expect your detailed resume – preferably by email.

SYMPATEC

Sympatec GmbH was established in 1984 as a spin-off from the Technical University of Clausthal. For more than 40 years we are is pioneering high-tech instruments for particle size and shape analysis, serving a variety of applications in laboratory and process for customers worldwide.

With continuous innovations in laser diffraction, dynamic image analysis, ultrasonic extinction and dynamic light scattering (DLS), Sympatec makes a prominent contribution to the development, production and quality control of most challenging particulate systems; e.g. in Pharma, Food, Chemicals, Minerals, Powder Metallurgy.

Sympatec is represented in over 70 countries with about 200 employees in 20 offices and with qualified partners. As a technology leader we focus on innovation, quality and premium service. As an independent family-owned business we live up to our social responsibility with regional projects.

Our new office in Navi Mumbai provides application support, and reliable service to both existing and prospective customers across India and the South Asian countries of Bangladesh, Nepal, an Sri Lanka.

Sympatec India Pvt Ltd
System | Partikel | Technik

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