



Granutools, is a leading-edge provider of instrument for powder flow characterization for the additive manufacturing sector.

Sales Manager Jr (PhD or MSc)

Granutools is currently looking for a **Sales Manager Jr (PhD or MSc)** 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 scientists and engineers to collaborate with our customers
- Create leads and follow up until closing
- Understand new applications and scientific literature
- Use scientific results to promote Granutools products at conferences
- Coordinate and join high level events like congresses and fairs
- Create new documentation, technical note and competitive information

To this end, we are looking for:

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

- Sales experience is preferred but not essential
- For MSc graduates, a minimum of 3 years of relevant experience in a customer facing role is required
- Able to handle a large number of accounts in parallel (well organized and energetic)
- Interest in working in a high growth business
- Experience (desirable) 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, excellent level of English is a must, French is nice to have
- Willingness to travel up to 30%

We offer:

- a steep learning curve in application-based selling under keen mentor
- a high-level network among the scientific and industrial community
- a key role in a small company with high growth potential
- a chance to put a new technology as a reference in the field
- to work with top tier customers with large global R&D and industrial facilities
- to lead projects with clear and measurable objectives
- a motivating working environment involving many different tasks
- a competitive salary package

Starting day and availability:

- Location: Liege, Belgium
- ASAP
- Full time

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