

Key Account Manager – PVD systems

Key Account position in an international technology-based growth company

Are you looking for a technically challenging key account position in a company with high ambitions and a large potential for growth? Do you want to work with cutting edge technology companies and institutes operating within MEMS, sensors, wireless, power electronics and quantum computing?

Polytechnik AS develops, manufactures, sells and services PVD systems which are delivered to R&D institutes and industry customers within wafer-based production mainly in Europe.

Your Tasks

- Manage and lead equipment sales from initial contact to contract, incl. e.g. process verification, proof-of-concept project, cost calculations, final acceptance and payment
- Key Account position for selected existing customers and new customers
- Identify new customers, markets and technology trends to support Polytechnik AS's strategy on sales and product development
- Participate actively with input to the sales and marketing strategy and the execution thereof
- Regular customer visits primarily in Europe and you should expect an average travel activity of about 30 – 50 days per year
- Represent Polytechnik AS at technical conferences, tradeshow, customer meetings etc.

Your profile

- Ideally a technical university degree in engineering or related subjects within physics or nano technology
- Knowledge of the semiconductor manufacturing industry or familiar with PVD equipment & processes
- Experience in equipment sales is an advantage
- A team player with the ability to understand complicated requests and able to bring forth the right in-house competences at the right time
- Structured and able to maintain high drive also in the long-term sales processes
- Fluent in English is a must, Danish and/or German skills would be an asset

About Polytechnik AS

Polytechnik AS is a Danish PVD systems manufacturer with an innovative and best service approach. With more than twenty five years in business and an excellent platform of technology, Polytechnik AS has proved to be an appreciated partner in the thin film industry.

We strive to meet our customers' needs and demands through highly qualified personnel. Our ambition is to deliver premium products and services with uniform high quality and thus being our customers first choice, and, thus, to be a reliable partner in all aspects of co-operations.

Polytechnik AS has about 50 dedicated and highly skilled employees and is situated in Oestervraa a 30 minutes drive north of Aalborg. The job requires weekly attendance at Polytechnik AS's facility to exchange knowledge and best practice with colleagues across various teams. The sales team consists of four people at present and they are excited to welcome a new colleague.

For more information on our company please visit our website polytechnik.com. For more information on the position you may reach out to Sales Manager Christian Kjelde (+45 5183 8870, ck@polytechnik.dk)

Applications should be sent to: job@polytechnik.dk

Applications will be reviewed and processed on an ongoing basis!