

Obducat AB (publ) is an innovative developer and supplier of technologies, products and processes used in lithographic processes for production and replication of advanced micro and nano structures. Obducat's products and services serve the demands of companies within the LED, OLED, optical and photonic, semiconductor, displays, biomedical and MEMS industries. Obducat's technologies include nano imprint technology, coating technology and wet processing technology. Obducat has offices in Sweden, Germany and China and the headquarter is located in Lund, Sweden. Obducat is publicly traded on the Swedish NGM Equity stock exchange. Read more at www.obducat.com.

Obducat Europe GmbH, a wholly owned subsidiary of Obducat AB (publ), is situated in Radolfzell at Lake Constance. The scope of activities in the company is development and worldwide supply of machines that perform coating and wet processing applied in lithographic processing in R&D as well as High Volume Manufacturing in Obducat's targeted industries.

To strengthen our team in Radolfzell for continued growth we are looking for a

Area Sales Manager (fulltime)

Your challenge

- Your responsibility is to perform Sales & Marketing activities with the objective to fulfill budgeted sales targets in the assigned markets
- Develop tactical sales plans in the assigned market
- Actively drive the commercial and social aspects of the customer relationships
- Increase the quotation base by identifying and driving the sales process towards new customers as well as to further develop existing customer base

Your profile

- Sales professional with at least five years experience, preferably from semiconductor manufacturing equipment or similar high-tech industry
- Capability to quickly comprehend complex technical topics
- Ability to meet deadlines
- Strong sales and presentation skills
- Fluent in English
- Willingness to travel internationally, dedication, negotiation skills and dedicated approach complete your profile

Our offer

- As Area Sales Manager you will report to the Head of Sales & Marketing.
- An attractive position in a highly dedicated team
- Open working atmosphere concentrated on long term cooperation
- High degree of personal responsibility and the possibility of self-dependent decisions

Are you interested and want to meet us?

We are also interested in getting to know each other!

Please send your significant and complete application by adding your expected salary and start date to Sabine Lantsch sabine.lantsch@obducat.com

For further information please visit our website www.obducat.com or give us a call +49 7732 97 898 0