



GRANUTOOLS™

### **Job opening: Sales Manager Jr (PhD) @ Granutools Belgium**

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

Granutools is currently looking for a **Sales Manager Jr (PhD)** 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 the particle scientist and the sales director to sell
- Create leads and follow up until closing
- Use technical information to promote products
- Understand new applications
- Coordinate and join high level events like congress and fairs
- Create new documentation, technical note and competitive information

#### **To this end, we are looking for:**

Our ideal candidate has a scientific background (MSc or PhD preferred) and is looking for a sales job

Good technical experience to understand customer applications and technical publications

An engineer/scientist willing to make the move to sales is a good candidate

Sales experience is preferred but not essential for PhD graduates. For MSc graduates minimum 3 years of sales experience is required

Able to handle a large number of accounts in parallel

Interest in working in a high growth business

Experience (not required) 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)

Willingness to travel 30%

#### **We offer:**

- Possibility to develop a high-level network among the scientific and industrial community
- Key role to build up a new business in a small company with high growth potential
- Chance to put a new technology as a reference in the field by solving important problems
- Work with top tier companies with large R&D and industrial facilities
- Opportunity to lead projects with clear and measurable objectives
- Motivating working environment involving many different tasks in a fastmoving company
- Good salary package

#### **Starting day and availability:**

- Location: Liege, Belgium, ASAP, Full time

Contact: Paulina Gorska 0032 488806174 email: [contact@granutools.com](mailto:contact@granutools.com) <https://www.granutools.com/>