



## **Job Description: Sales Manager (w/m/d) at Art Photonics GmbH - Berlin**

Art Photonics GmbH, part of the Nynomic Group, is a global leader in the development and manufacturing of fiber optic products and solutions from UV to MIR. Our innovative technologies, especially for industrial process control, are used in various industries, including chemical and pharmaceutical, biotechnology, medical technology, and environmental protection. Our goal is to provide tailored solutions for our customers through continuous innovation and the highest quality standards.

**Role:** We are looking for a highly motivated and experienced Sales Manager to join our team at Art Photonics GmbH. As a Sales Manager, you will be responsible for managing and developing key customer accounts, with a special focus on optical probes for process control.

**Reports to:** Sales Director

**Location:** Berlin - Adlershof or remote/hybrid.

### **Responsibilities:**

#### **Customer care and consultation**

- Identifying, acquiring and developing new customers with a focus on optical sensors for industrial process monitoring.
- Proactive main contact for all matters of industrial/OEM customers, globally with a focus on Europe.
- Understanding and analyzing customer needs and developing individual solution concepts.
- Collaborating with interdisciplinary teams to ensure successful product development and delivery.
- Increasing customer satisfaction and ensuring long-term customer loyalty, as well as strategic revenue growth.
- Providing technical support and training for customers.
- Preparing forecasts and sales projections in collaboration with the sales team.
- Creating and negotiating offers and closing contracts.

#### **Market Analysis and Development:**

- Conducting market and competitive analyses to identify growth potentials.



- Participating in trade shows, conferences, and customer events to increase brand awareness, globally.
- Presenting our products and solutions to customers and prospects.

**Project Management:**

- Coordinating and monitoring customer projects in collaboration with R&D and production departments.
- Ensuring timely and quality delivery of customer orders.
- Maintaining and updating customer information in the CRM system.

**Qualifications and Skills:**

- Degree in chemistry, pharmacy, biotechnology, engineering, or a comparable qualification.
- Several years of experience in B2B sales or key account management, preferably in the chemical industry or process analytics/diagnostics or a similar technical field.
- Excellent communication and negotiation skills, both written and verbally
- CRM, preferably Salesforce.
- Fluent in English; German or another foreign language is an advantage.
- Ability to think and act strategically.
- Customer orientation and teamwork skills.
- Flexibility and willingness to travel internationally.

**We Offer:**

- A responsible and varied role in an innovative, expanding company.
- A dynamic and international work environment.
- Attractive compensation.
- Opportunities for personal and professional development.
- Workplace in Berlin - Adlershof or remote (within the EU).

**Application:** If you are eager to shape the future of fiber optic technology and are looking for an exciting challenge, we look forward to your application! Please send



your complete application documents (cover letter, CV, certificates) stating your salary expectations and earliest possible start date to:

**Art Photonics GmbH**  
Rudower Chaussee 46  
**12489 Berlin**  
**Germany**  
**Tel. +49 30 677 988 44**  
E-Mail: [info@artphotonics.com](mailto:info@artphotonics.com)

At Art Photonics GmbH, we value diversity and are committed to fostering an inclusive and supportive work environment for all employees. We welcome applicants from all backgrounds and do not discriminate on the basis of race, ethnicity, gender, sexual orientation, disability, or any other protected characteristic. We encourage people of all identities to apply and become part of our dynamic team.

Experience the fascination of fiber optic technologies at Art Photonics GmbH – We are looking forward to meet you!