

Sales Lead (m/f/d)

LLA Instruments GmbH is an innovative and globally active developer and manufacturer of sensor systems for process analysis and automation.

Our measuring systems make an important contribution to the circular economy in order to conserve natural resources.

As a passionate, small and medium-sized company, we offer a familiar working atmosphere with very interesting and varied tasks.

We are looking for a new Leader for our sales team as soon as possible.

Your tasks:

- Organizing the tasks of the sales team
- Supporting our most important clients
- Planning attendance at trade shows and conferences
- Qualifying new leads, preparing quotations and corresponding with customers
- Processing orders in our CRM software
- Confirming global customer orders and entering them into the ERP system
- Coordinating and arranging project deliveries with our customers
- Creating and maintaining address, customer and quotation data in our CRM system
- Customer service and support
- Assist in the planning and execution of lead campaigns and lead pipeline development
- Other sales & marketing activities as required

Your profile:

- You have previous sales experience
- Strong customer focus and proactive behavior
- Good communication skills and enthusiasm
- Very good knowledge of English and ideally good knowledge of German, both written and spoken
- Responsible and self-organized working style
- Confident use of MS Office (Outlook, PowerPoint, Excel)
- Commercial understanding required

Our Benefits:

- Permanent employment contract with job security
- Intensive training
- Flexible working hours
- Opportunities for professional development in a dynamic, flexible environment with personal responsibilities and great teamwork
- Individual training and further educational opportunities
- Flat hierarchies and a collegial relationship throughout the company
- Showers available (for cyclists or „lunch break joggers“)
- Excellent location in the Berlin-Adlershof Science and Technology park

Start date: As soon as possible.

Please email your application with your salary requirements and earliest possible starting date to:

Daniel Lindstedt, Managing Director: job@lla.de