

ESPROS Photonics is a best-in-class photonics technology company serving our worldwide customer base in industrial and building automation, mobile robotics and automotive. The company develops and produces TOF and LiDAR imagers, custom ASICs as well as 3D camera sensors based on the unique CCD/CMOS process. To support our growth, we are seeking a motivated and experienced **Sales Manager (m/f/d)** to lead strategic initiatives and expand our presence in key markets.



Your Responsibilities:

- **Customer Relations:** Maintain and expand relationships with existing clients while actively pursuing new customer acquisition
- **Market Analysis:** Conduct in-depth analysis of market trends, competitors and customer needs to develop growth strategies
- **Project Co-ordination:** Work with engineering teams to ensure tailored solutions for customers. Guiding projects from initial contact, offer preparation in collaboration with development and product management, to conclusion of development and delivery framework contracts
- **Customer Support:** Contact person for the customer throughout the entire project and product life-time phase. Identifying reference customers and creating success stories
- **Reporting:** Regular reporting and forecasting, sales pipeline progress and business development activities
- **Representation:** Represent ESPROS Photonics at industry events, conferences, and trade shows to build visibility



Your Profile:

- **Technical Expertise:** University degree in a technical field
- **Experience:** Knowledge and experience in applied physics, photonics or electronics. Several years of professional experience in selling 3D sensors or optical image processing products
- **Network:** Established network and contacts within industrial sensing market
- **Entrepreneurial Mindset:** Excellent communication and negotiations skills, result-oriented, initiative, and team-player
- **Languages:** Very good written and oral presentation and expression skills in English and German
- **Travel:** Willingness to travel nationally and internationally for customer meetings and industry events as required



What We Offer:

- A pivotal role in driving the growth and success in a forward-thinking technology company
- Attractive compensation package, including performance-based bonus
- Opportunities for professional growth and development in a fast-paced, innovative environment
- Flexible working hours and remote work options

Make a difference with us:

If you are ready to take on this exciting challenge and to be part of the ESPROS journey, please send your application, including your CV, salary expectations, and earliest start date by email to hr@espros.com. For further information, please contact Mr. Christian Schiess, VP Sales & Marketing at +41 79 635 60 01. Direct applications are preferred.