

heracle GmbH, Hans-Knöll-Str. 6, 07745 Jena, Germany

## We are looking for you!

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Jena, 05.05.2022

Heracle is an international company in the field of optical fibers for special applications in the areas of medical technology, analytics & sensor technology as well as industrial laser transmission, located in the Technology and Innovation Center on Beutenberg campus in Jena. For the earliest possible start date, we are looking for a...

### Team member in Sales & Marketing

(Jena location, full-time, open-ended employment contract)

(Standort Jena, Vollzeit, unbefristet)

Optical fibers can revolutionize many markets than just communications! Modern optical fibers open new perspectives in applications such as fiber optic sensors and measurement technology, lighting, medical technology and material processing. You feel challenged by this and want to accompany marketing and sales of these fibers.

### That's your job:

As a team member you:

- manage the entire order process and is responsible for the administrative processing of customer orders
- establish and expand customer relationships through active sales work
- calculate and prepare customized offers
- solve problems for clients and customers by consulting and developing innovative and tailored sales solutions
- proactively pursue new business and sales opportunities and new customer acquisition
- monitor the entire order process, from purchase order to on-time delivery and invoicing
- coordinate purchase orders, delivery dates and shipping
- participate in marketing activities such as mailings, trade fairs and events



### **These are your qualifications:**

- successfully completed degree ideally in commerce or technical field or a comparable qualification
- hands-on experience in national sales
- passion for photonics and interest in current technology trends
- high motivation, commitment, structured work, and ability to work independently
- customer-oriented and entrepreneurial way of working
- confident appearance, strong communication skills and determination
- confident use of common MS Office programs,
- knowledge of Office 365 programs and apps (Sharepoint, etc.)
- fluent business language skills (oral / written) in German and a good command of English

### **This is what we offer you:**

- Entrepreneurial freedom to make a big difference and take on responsibility quickly
- Exciting and responsible job in a small international team
- Flat hierarchies and short information channels
- Individual development opportunities in a high-tech environment
- Flexible, individual working hours & home-office option for work-life balance

### **Apply now:**

We look forward to receiving your application, stating your earliest possible starting date and your salary expectations! Please send your application to [peggy.baerenklau@heracle.de](mailto:peggy.baerenklau@heracle.de)