



Headquartered in Ecublens near Lausanne, Synova is the pioneer of a revolutionary hybrid laser processing technology – Laser MicroJet®. Synova provides state-of-the-art high precision material processing in the semiconductor industry as well as for emerging applications in the electronics, MEMS, solar cell, flat panel display and medical industries.

To support Synova's exciting growth, we are looking for an

## Sales Engineer – Europe

In this position you will:

- Develop sales for the assigned territory and accounts
- Develop and implement a sales plan, including forecast at maximize profitable sales and customer satisfaction
- Manage directly all aspects of the sales process, including lead qualification, identification of customers' requirements, samples processing, quotations, closure and subsequent account development.
- Plan, prioritise and execute sales activity and target account statuses
- Communicate Synova value proposition at conferences and at prospective customers by delivery of technical and commercial presentations.

For this position, we are looking for candidates with the following profile:

- BS in Engineering
- 5 years or more of selling technical capital equipments for materials processing in industrial markets
- Proven track record in meeting sales goals with strong technical skills
- Time management and organizational effectiveness
- Flexible, ready and capable to travel 50% of the time
- Fluent verbal and written communication skills in German with excellent English ability, both written and verbal.

Do you want to join our fast-growing, innovative and progressive company? If you feel that you have the qualities to make an effective contribution, please apply now.

### **SYNOVA SA**

#### **Innovative Laser Systems**

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