

**SYNOVA SA Innovative Laser Systems**

**“Where others see impossibilities,  
we see solutions”**



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 our sales team, we are looking for a

## **Sales Agency East Europe**

based in East Europe

In this position you will:

- Develop sales for the assigned territory for existing and new accounts
- Develop and implement a territory sales plan, including forecast to 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, prioritize and execute sales activities and customer contacts to achieve agreed upon targets
- Provide timely reports of sales activity and target account status

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

- Very good business relationships within the semiconductor industry in the assigned territory
- Experience in selling technical capital equipment for materials processing in industrial markets
- Experience in the laser technology or laser cutting industry
- Excellent verbal and written communication in at least one of the local languages, excellent verbal and written skills in English
- Located in the assigned territory

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:

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**Innovative Laser Systems**  
Human Resources Department  
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