

19 August 2021

Picosun is a leading supplier of high-quality Atomic Layer Deposition (ALD) thin film coating solutions for industries and R&D. Picosun is based in Finland, with subsidiaries in USA, Germany, Singapore, Taiwan, China, Japan and South-Korea, and sales offices in India and France, and a world-wide sales and service support network. Picosun has strong global market position in ALD tool market serving industrial power houses including multiple Nasdaq TOP-10 listed companies.

Technology and innovation have been our passion since the first days, and we are constantly innovating, investing, and developing our ALD solutions portfolio and take ALD to new fields. Our aim is to provide the high reliable and cost-efficient ALD solutions with the best user experience for our growing global customer base.

Due to rapid, double digit year over year growth we are constantly seeking new talent to complete our highly motivated and skilful organization. We offer you a challenging and versatile job in a dynamic, fast developing high-tech company with a supportive team and innovative spirit.

**Picosun** is now searching for an experienced

## Sales Manager

A Picosun Sales Manager is an active team player who proactively promotes Picosun's solutions, products and services for a wide client base in a variety of industrial sectors. As a solutions and customer expert, you will be responsible for driving sales efforts via developing and executing an effective go-to-market strategy on your area of responsibility. You will report to the Regional Sales Director, Picosun Europe.

### MAIN RESPONSIBILITIES:

- Meet or exceed agreed sales targets
- Realize rapid, double-digit growth by developing and managing existing and new customer accounts in your sales territory focusing on French-speaking central Europe.
- Proactively identify sales opportunities, expand contact networks and perform active fact-finding to establish, protect and grow new and existing customer accounts on a wide variety of industrial sectors including, but not limited to universities, research institutes, (compound) semiconductors, MEMS, optoelectronics, optics, medical and others.
- Create, maintain and expand relationships with the customers and potential partners to ensure customer needs and expectations are understood and met.
- Development and execution of long-term plans for major Accounts including creating necessary insight on the target organization, stakeholder contacts and stable annual revenue flow.
- Prepare value propositions, win plans and related promotional materials for potential customers and sales opportunities.

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The position requires excellent sales competencies and a proven track record of building good long-lasting customer and partner relationships. To succeed, the candidate has good collaboration and communication skills and is good listener. In addition, working experience with Semiconductor manufacturer business would be considered an advantage. The candidate needs to be very self-driven and proactive as well as results oriented.

This position is critical for customer satisfaction with business-focused mindset and drive to work with the customers. Candidate should be familiar with the key customer segments with deep understanding of key players and their needs.

We are now looking active and strong team player who can navigate between big picture thinking and specific requirements.

### **QUALIFICATIONS:**

To succeed in this role, you have

- Degree in engineering (MSc or PhD e.g., in Electronics, Chemistry or Physics) is preferred
- At least 3 – 5 years of proven relevant experience in sales of capital equipment. Experience with selling thin film processing solutions such as ALD, PECVD, MOCVD, PVD, RIE is considered a plus.
- Experience of working in global company, in a networked, multicultural team environment as a valuable and constructive team player
- Customer focused, results-oriented, proactive and self-driven
- Willingness and availability to travel.
- Native French and fluent English language skills. Other language skills are a plus.

Picosun Group is a fast-growing high-tech company in which quality of work, positivity, and an active approach are highly valued.

The Sales Manager tasks can be performed remotely preferably from France.

If you have any questions, please contact Regional Sales Director Tero Pilvi ([tero.pilvi@picosun.com](mailto:tero.pilvi@picosun.com)) +358 40 533 9786.