

Head of Sales & Product Manager (m/w/d) – X-Ray Microfocus Tubes

Work location: Siemensstraße 26, 30827 Garbsen (Germany)

Work shedule: Full-time (40 hours per week)

About Us:

X-RAY WorX GmbH is a leading, independent manufacturer of high-resolution X-ray tubes for non-destructive material testing. Our company is headquartered in Garbsen, near Hanover. Here, our team develops and manufactures innovative microfocus X-ray technology and distributes it worldwide. Our customers and users are found in the growth markets of electronics, semiconductors, aerospace, automotive, and research and development. A wide range of services rounds out our offerings.

Your Responsibilities:

- Lead and manage the Sales and Sales Administration departments, both functionally and disciplinarily
- Further development of the sales organization and optimize sales-related processes
- Actively manage and develop national and international customer relationships outside the APAC region
- Conduct customer visits, deliver presentations, and lead contract negotiations
- Represent the company at international trade fairs and industry events
- Analyze markets, customer requirements, technology trends, and competitive activities
- Identify new business opportunities and develop appropriate market penetration strategies
- Develop and continuously enhance the product strategy for our X-ray tube portfolio
- Prepare business cases and well-founded decision proposals for executive management
- Manage the product lifecycle from market introduction through to product discontinuation
- Collaborate closely with Research & Development to define and prioritize product requirements
- Ensure a seamless flow of information between the market, sales, and engineering

Your Profile:

- A successfully completed technical degree, for example in mechanical engineering, physics, or electrical engineering
- Several years of professional experience in technical sales, product management, or business development in the X-ray, CT, and measurement technology industries
- A thorough understanding of technically sophisticated products and their applications
- Experience conducting market and competitive analyses as well as developing product strategies
- Experience in international sales and direct customer contact
- Experience leading employees or teams
- Fluency in spoken and written German and English
- Strong analytical and strategic thinking skills
- Entrepreneurial mindset and a strong focus on customers and the market
- Excellent communication skills, assertiveness, and confidence in an international setting
- Willingness to travel internationally on a regular basis

We offer:

- A key position reporting directly to senior management
- Significant autonomy in further developing our sales and product strategy
- The opportunity to actively help shape the future direction of our product portfolio
- An innovative and internationally oriented technology environment
- Short decision-making paths and a collaborative work environment
- Flexible working hours and modern working conditions
- Attractive compensation with performance-based components

Sounds good?

Then please send your complete application materials, including your earliest possible start date and salary expectations, preferably by email to:

X-RAY WorX GmbH

Herrn Christian Bork

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