



Field Sales Specialist

Locations in DACH, UK and south Europe

Merck Window Technologies develops and manufactures Liquid Crystal Windows. LC Windows can change their transmission with the switch of a button, providing control over light and heat entering into a building for architectural applications such as exterior facades and roof lights and interior building partitions, and bringing comfort and privacy to building occupants. We are looking for an ambitious and energetic Field Sales Specialist to grow sales of eyrise® dynamic glazing solutions in Europe.

Your role

- Conduct research and prospecting activity within the market to identify and develop potential sales opportunities
- Develop customer enquiries and work with the engineering team and in-house architects to develop quotations
- Follow up quotations and work with customers and relevant opportunity stakeholders to convert sales opportunities into projects
- Follow up customer installations to gather feedback and report any issues in order to support a premium sales and service experience for the customer
- Report and maintain customer account and opportunity records in the CRM system
- Participate in sales meetings to report on activity in the field and share feedback from the market with colleagues
- Strive to achieve and exceed sales targets within your geographic region
- Build and maintain long-term relationships with new and existing customers
- The job requires frequent visits to key influencers and potential customers

Who you are

- Bachelor's Degree required; core science discipline and/or business degree preferred
- 5 years of proven sales experience
- Knowledge of consultative selling methods is ideal, but training will be provided
- Knowledge of switchable glazing and the glass industry would be beneficial, but technical training will be provided
- Experience with Salesforce.com is a plus
- Strong communication skills, a good listener with a naturally consultative approach
- Strong presentation and negotiation skills
- Results-driven with a professional approach to your work and your presentation
- Curious, and also able to work with consistency and focus
- Self-directed, and able to work collaboratively with colleagues in the commercial and technical teams
- Able to recognise and work with the needs of different types of stakeholder, adapting your approach when necessary
- Able to manage multiple projects or priorities simultaneously

What we offer

Merck Window Technologies is part of Merck KGaA, Darmstadt. Merck's portfolio extends from liquid crystals for displays and pigments for automotive coatings to cancer treatments, and your possibilities to develop in our growing company are just as manifold. As a stock-listed company we still make history – not least because we take responsibility for our employees, products, the environment and society. We offer modern and international working environment to unleash your innovative potential in diverse teams. Next to this we offer a competing salary and good benefit package including an attractive bonus plan.

An assessment and business case can be part of the procedure.

Interested? Please apply by sending your CV and application letter via floor.van-poppel@external.merckgroup.com

For questions about the job, please contact Floor van Poppel, mob: +31 6 30 99 93 68 or email floor.van-poppel@external.merckgroup.com