

Job specification

FRT manufactures optical surface inspection and metrology for industrial production. The focus is on the semi-conductor, MEMS, advanced packaging and automotive industries. For further growth we are looking for a

Head of Sales

These characteristics qualify you:

- structured managerial skills to positively guide the sales team
- very good track record in operational sales and strategic development of sales in a comparable industry
- several years of professional experience in international sales and distribution
- level of education which corresponds to completed university studies, preferably in the field of (engineering) sciences
- fluent English, other languages are of advantage
- willingness to travel (approx. 50% travel activity)

Furthermore, you are...

- characterized by a high sense of responsibility and have a systematic and independent way of working
- a communicative personality with assertiveness, flexibility and success orientation

Then these will be your primary tasks:

- significant expansion of sales figures with simultaneous improvement in gross margin
- managing employees on national and international level (Europe, Asia, USA)
- close cooperation with the sales and the application team ("hands-on")
- supervise and manage important partners/distributors; furthermore, develop and increase the network
- to develop and support key account customers on national and international level
- negotiation and drafting of contracts
- strategic sales planning in coordination with the CEO
- plan turnover figures, forecast, taking production team into consideration
- reporting, ongoing comparison of planned and actual figures directly to CEO
- employee assessment and feedback rounds
- taking over representative tasks
- distribution of tasks approximately as follows:
 - 1/3 employees management
 - 1/3 key account management
 - 1/3 support of the distributors or the responsible colleagues for this distribution channel

Official residence: HQ in Bergisch-Gladbach near Cologne

What we can offer you...

- a challenging and exciting job with prospects and a wide range of opportunities to implement your own ideas
- commitment to a professional team as well as a cooperative working environment with short decision-making processes
- appreciation and support for your own personal career

We look forward to getting to know you!

Please send your application documents along with earliest possible joining date and your salary expectations:

FRT GmbH

a FORMFACTOR company

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Questions? Contact us!

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