



UpNano is an early-stage high-tech company based in Vienna, Austria and the technology leader in high resolution 3D printing. The company uses a laser based high resolution 3D-print technology called 2-photon polymerization ("2PP") to generate 3D printed objects at unmatched speed and resolution. With our innovative and patented technology, we can push the boundaries of additive manufacturing of microparts to completely new dimensions. Our lead product NanoOne combines highest precision with unmatched speed and throughput. After successful market introduction in Europe, UpNano is actively expanding in the United States. The company is opening a US office and application-lab as well as expanding the US sales and business development team.

REGIONAL SALES MANAGER US (f|m|d)
Northeast, Southeast, Midwest or West Coast
40 HOURS (FULL TIME)

RESPONSIBILITIES

- Owns and drives territory revenues through acquisition of new customers
- Promotes UpNano and NanoOne technology in the USA and Canada
- Leads and schedules customer visits, product demos and arranges technical feasibility studies
- Participates in conferences and trade shows
- Provides voice of customer feedback to UpNano development, marketing and customer service departments
- Provides monthly/quarterly/yearly forecasting information for revenue tracking purposes
- Provides information on competitive activity in the territory
- Preparation of offers, follow up, negotiations and handling of public procurement
- Connecting customers with the internal Application Team
- Collecting and reporting of market information, trends and competitors
- Regular visits in UpNano's headquarter for training, technological updates and support

REQUIREMENTS

- Bachelor's Degree in material science, engineering, physics or life sciences required
- 2+ years of professional experience in the field of additive manufacturing, lithography, laser-microscopy or similar
- Sales experience in the academic research sector preferred, especially in the field of material science, microfluidic, micro-optics, life science and pharmaceutical research
- Energetic and goal-oriented professional with excellent organizational skills
- 50% travel

**If you love exciting challenges and enjoy working with different people,
we look forward to receiving your application and CV via Email**

UpNano GmbH

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