



Together, we light up the future.

With the development of high-precision array spectrometers, colorimeters and sophisticated systems and software solutions, Munich based Instrument Systems GmbH is setting worldwide standards in the field of light measurement. Our customers include international manufacturer of LEDs, display technology and automotive accessories as well as notable testing laboratories and research institutions. We develop and manufacture measuring devices of the highest quality with about 270 employees at our company sites in Munich and Berlin. As a subsidiary of Konica Minolta, Instrument Systems GmbH thereby benefits from a powerful and global network.

We are looking for you supporting our international team in Munich as

Key Account Manager (m/f/d) in the field of optical measurement technology

Your tasks:

- » In your position you will be responsible for the support and further development of international key accounts, which are among the market leaders in the field of consumer electronics.
- » You establish and maintain a personal network with key persons from the customer and the local partner.
- » You will ensure that the commercial and logistical processes for deliveries to our customers run smoothly.
- » With your technical expertise, you will support customer-specific developments and actively shape a technology-oriented cooperation with the customer.
- » As an interface function, you will be the main contact between the customer and our internal development, application, service and order processing departments.
- » You fulfill customer's needs by understanding application, demand, competition and by organizing internal and local resources to provide the best solution to the customer.

Your requirements:

- » Several years of experience with customer relation, preferably as Key Account Manager
- » Sales spirit with the push to make complex projects successful
- » Very high communication and social skills
- » Thorough technical understanding in optics (e.g. proven by an engineering degree)
- » Business fluent in English, Chinese would be an asset
- » Willingness to travel internationally and flexibility to adjust some communication to different time zones of customers

You are working on the cutting edge of new consumer electronics products e.g. mobile phones, AR/VR devices, and the development of principle technologies, such as OLED/LCD or other display technology, VCSEL and LIDAR. Our business is to supply customers in the display and semiconductor industry with light measurement equipment for quality control and calibration during manufacturing process. Your technical understanding and expertise in metrology, optics, automation and software, production technology, enable you to comprehend our customers' needs. The relationship with customers and partners is trustful and lasting, yet very dynamic.

Do you feel ready to take this challenge within a highly motivated and skilled team? Then we are looking forward to receiving your applications!



Your personal contact:

Andrea Bauer
Human Resources Generalist

