



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 is setting worldwide standards in the field of light measurement. Our customers include international manufacturers 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 280 employees at our company sites in Munich and Berlin. As a subsidiary of Konica Minolta, Instrument Systems 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:

- » Responsibility for the support and further development of international key accounts, which are among the market leaders in the field of consumer electronics
- » Ensuring smooth commercial and logistical processes for deliveries to our customers
- » Supporting customer-specific developments and an active shaping of technology-oriented cooperations with the customer
- » Main interface between the customer and our internal development, application, service, and order processing departments
- » Fulfilling customer's needs by understanding application, demand, competition and by organizing internal and local resources to provide the best solution to the customer
- » Establishing and maintaining a personal network with key persons from the customer and the local partner

### Your profile:

- » A degree in engineering, physics, optics or a related technical field
- » 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)
- » Technical knowledge of camera- and spectrometer-based applications in the consumer electronics industry is a plus
- » Business fluent in English
- » Willingness to travel internationally and flexibility to adjust some communication to different time zones of customers

You work 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:**

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