



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 190 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

International Sales Manager (m/f/d)

Your tasks:

- » International Sales and Channel Management with a regional focus on Asia, especially China, Taiwan, and/or other Asian countries
- » Understand customer requirements and propose tailored solutions and system configurations for quotations
- » Contribute to requirement engineering and support Product Management in the ongoing development of the product portfolio
- » Assist in the order intake and production planning process to ensure stable production and on-time delivery
- » Train and enable the local sales and application staff at the local partner companies as well as provide second-level support to customers
- » Cooperate with Marketing to create documents and brochures, and support trade shows and exhibitions with relevant content and tooling
- » Enable and ensure regional service and support capabilities in target markets
- » Business Development: identify and develop new market opportunities and build strategic business relationships

Your profile:

- » Degree in Engineering, Physics, Optics, or a related natural science (Bachelor's or Master's level)
- » Several years of experience in international technical sales, ideally in the field of photonics, optics, or measurement technology
- » Solid expertise in display measurement, light measurement, or related optical measurement technologies
- » Proven experience working with Asian markets, particularly China, Taiwan, and/or other Asian countries
- » Strong customer focus with proven experience in customer relations and technical communication
- » Solution-oriented team player with a strong sense of ownership and intercultural competence
- » Willingness to travel internationally on a regular basis
- » Experience with CRM systems (e.g. GenesisWorld or similar)
- » Fluent in German, English and Chinese (Mandarin)

At high-tech company, we rely on the dedication, expertise, and creativity of our people. If you enjoy taking ownership of your work, thrive in challenging projects, and want to be part of a highly motivated and skilled team — we look forward to receiving your application, including your salary expectations and earliest possible start date.



Your personal contact:

Felix Büchner

HR Business Partner

+49 (0) 89/ 45 49 43 – 183