WE ARE HIRING



TECHNICAL SALES SPECIALIST – SICRIT® (M/F/D)

Plasmion GmbH

Location and Details: Augsburg, Germany I FTE I Global Travel (up to 40%)

ABOUT PLASMION

Plasmion was founded with a clear mission: to make mass spectrometry more accessible, more efficient, and more versatile – for laboratories and industries worldwide.

At the core of everything we build is our patented SICRIT® Ion Source Technology, which unlocks a new level of analytical freedom across an exceptionally wide range of applications: from chromatography to direct screening and MS imaging. Customers at leading research institutions, pharmaceutical companies, and food producers across more than 20 countries rely on SICRIT® to do analyses that were previously out of reach or required far more effort.

Our team brings together chemists, engineers, and application specialists united by a shared drive for innovation. In 2026, Plasmion joined Shimadzu Corporation as a subsidiary, a partnership that strengthens our ability to advance SICRIT® technology and bring it to even more scientists and labs around the world.

POSITION SUMMARY

We are looking for a driven all-rounder who is comfortable talking to our potential and current customers. Part of the job is being able to identify analytical challenges and quickly decide on the right working scenario, in which Plasmion technology plays a key role and helps deliver better results. Another essential part is installing, optimizing, and supporting the technology on-site at customer locations. Being well-organized, finding creative solutions, and having a hands-on mentality are essential, and challenges should be seen as welcome opportunities.

Plasmion
simple smart sensitive

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RESPONSIBILITIES:

- Handle customer qualification and drive demonstration requests and preparations
- Perform customer demonstrations and provide comprehensive reports
- Conduct customer training
- Provide technical support to customers and troubleshoot complex failures on-site and off-site
- Effectively plan pre-sales activities, installations, after-sales actions, and trade fair attendance
- Actively monitor the sales pipeline and manage assigned leads to achieve sales targets and maintain a reasonable lead time
- Maintain accurate and up-to-date CRM records

QUALIFICATIONS:

- University degree (MSc) in chemistry or natural sciences, with experience in mass spectrometry
- Minimum 2–3 years of experience in sales or as a technical/application specialist
- Excellent communication skills and the ability to work effectively in an intercultural team environment
- Excellent German and English language skills, both written and spoken
- Strong customer orientation and conflict resolution skills
- Quick comprehension and strong organizational skills, combined with a high level of technical understanding and a structured, independent working style
- Willingness to travel globally (up to 40%)
- Valid driving licence (Category B)

OUR OFFER:

- Permanent employment contract
- Very good compensation (fixed base salary plus a variable performance-based component)
- Open corporate structure with creative freedom
- Motivated and open-minded team of dedicated and competent colleagues
- Continuously growing company with strong global backing and immense growth potential
- Challenging and varied tasks
- Flexible working hours with the option to work from home

CONTACT

If this challenge appeals to you and you would like to get to know our innovative company, our technology, and our motivated team, we look forward to receiving your compelling application through the form on our website.