WE ARE HIRING



WORKING STUDENT
BUSINESS DEVELOPMENT/SALES (M/W/D)

Are you excited about being part of an innovative technology company and helping raise awareness of new analytical technologies? Do you enjoy working in a small team of friendly and dedicated colleagues? Would you like to help plan and implement marketing activities, manage social media channels, and contribute to our presence at trade fairs? Are you passionate about communication and enjoy being creative? Then you're in the right place!

WHO ARE WE?

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.

WHAT IS YOUR ROLE?

As a working student in Business Development for the DACH region, you will actively support our team in continuously analyzing and improving business processes. From acquiring new customers to optimizing the entire sales process, you will gain valuable insights and have the opportunity to contribute creatively and proactively.

- Planning, analyzing, and optimizing business processes
- New customer acquisition: You will assist our sales team in identifying and reaching out to potential clients. This includes proactive outreach via email and cold calling. You will receive training in acquisition methods and gain hands-on experience in lead management.
- Analyzing key performance indicators and developing strategic recommendations

Plasmion
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- Optimizing lead generation & CRM measures
- Sales data maintenance and analysis

WHAT SHOULD YOU BRING?

- You are an enrolled student and passionate about the development and growth
- of a young company
- Proficiency in MS Office
- Fluent German and good English skills (spoken and written)
- Ability to work analytically, independently, and solution-oriented
- Friendly, open-minded, and enjoy engaging with people in discussions
- Enthusiasm for varied tasks and a willingness to take on new challenges
- alongside motivated colleagues

Preferred but not required:

- Basic knowledge and interest in chemical and instrumental analysis
- Previous experience with sales
- Additional language skills
- Ongoing studies in a business-related field (e.g., Business Administration,
- Economics, Management, or a similar discipline)

WHAT WE OFFER

- Competitive salary
- A motivated and open-minded team of dedicated and skilled colleagues
- An ergonomic workspace
- Full involvement in all processes as a valued team member, actively shaping
- the future of our company
- Open company culture with flat hierarchies
- A scaleup atmosphere with plenty of creative freedom
- Challenging and diverse tasks
- Flexible working hours: We will discuss your options to align the job optimally
- with your studies. You are also welcome to take on more responsibilities during
- semester breaks.

CONTACT

If this opportunity excites you and you would like to learn more about our company, our technology, and our team, we look forward to receiving your application:
bewerbung@plasmion.de or online at **www.plasmion.com/career**