

[Prophysics SOL](#) are looking for a

Technical Sales Specialist

to help us increase sales and address customer needs within the Nordic Region.

prophysics SOL is a Sweden-based company offering high-quality measurement equipment for 2- and 3D analysis of motion as well as forceplates, EMG and instruments for other biophysical signals. Prophysics SOL are exclusive suppliers in the Nordic Area for companies such as Vicon (UK), AMTI (US), and Contemphas (DE). Our customers typically work in Life Science, but also in engineering and visual effects and are found in both private and public domains (universities and hospitals). The company has an established and strong user base and a reputation for excellent end-user support in the Nordic Countries.

Job Description

Technical sales responsibilities including identifying customer needs for 2- and 3D analysis of movement and presenting products and services to potential clients. You will be working as an integration specialist, recommending combinations of products and services. Close collaboration with our Swiss partner prophysics AG is key to helping you grow into this role.

Key Responsibilities

- Proactive selling activities – working with our existing customer base as well as identifying new possible customers and sites.
- Setting up customer visits and product demonstrations (on-site and in demo labs)
- Setting up quotes and communicating directly with customers regarding pricing
- Participating in tenders
- Follow up and other post sales customer service
- Collaborating with our Swiss partner prophysics AG
- Maintaining relationships with suppliers, participating in product training sessions and sales meetings at suppliers' facilities

Requirements

The applicant should have at least a BSc in a relevant field (sales or biomechanics/life science or visual effects) or equivalent experience. Familiarity with the motion capture industry is a plus. Ability to survey and analyse the market in order to identify and approach presumptive customers is very important. The business model requires proactive sales and the right candidate must understand and appreciate this way of working. To be successful in this role, you should have excellent communication skills (English and at least one Nordic Language, both verbal and written) and be highly motivated to meet sales goals. The position will require travelling to see customers and suppliers in the Nordic area and in Europe, so the applicant should be willing to travel up to 10 days a month.

Salary

Salary will depend upon the experience and qualifications of the applicant. Please state your wage demand in your application.

Time and extent

This is a full time position, subject to a six month trial period. Workplace is Höör, Sweden. Send your application and CV to Louise Mattsson: mattsson@prophysics-sol.se.