

## Asia-Pacific B2B Junior Sales Engineer – Product Management Team (80-100%)

(Job Reference Number: QSCH2017JB268)

Location: Switzerland, Zürich-Glattbrugg

Date: June 2017

### Join the QualySense journey

QualySense, a young Swiss company, is reinventing the global soft commodity market by pioneering the proprietary QSorter® technology, a sophisticated high-speed single-kernel robot, which measures the compositional and physical quality of each grain and sorts it accordingly. The QSorter is the result of outstanding R&D in the field of sensing, mechatronics, biochemistry, data processing and life science along with world-known partners such as the United States Department of Agriculture, EMPA, Agroscope, and ETH. The QSorter analyzes grains at very high speed by means of Near Infrared spectroscopy and 2D/3D imaging. The company, founded in 2010, has been awarded a number of prestigious prizes. We commit to bringing excellence in nutrition, health and safety to people all over the world and we are looking for talents that can help us achieving our mission. (Video: <https://www.youtube.com/watch?v=OF8exqmm5l8>).

### Challenge description

We are seeking a talented **Junior Sales Engineer** that would support the expansion and delivery of our company products. You would be part of the Product Management Team, reporting to the Product Manager. The Product Management Team is a group of so called “Product CEOs”. Our job is to do the merging of Business, Tech and Support. We give direction to the product and as a result, to everyone’s work as well. This way, you would be finding and initiating relationships with a variety of clients to develop opportunities for future business growth. Market research and events organization would also be part of your daily routines, along with interfacing with a team of colleagues from all corners of the world – from technical, to business and human sciences backgrounds. Your mission will be to provide the customer with state-of-the-art and tailored solutions, helping QualySense pursuing its worldwide vision of “Excellence in grain, seed and bean sorting”.

This position will offer you a great opportunity to develop your entrepreneurial skills, to be part of a successful and dynamic startup, and above all, to get multidisciplinary experience. You will face a steep learning curve coupled with an exciting challenge.

A market competitive salary plus bonus incentives for individual and team achievements are part of the job offer.

### Major tasks (reporting to the Product Manager)

- Support in attracting and growing new leads especially in the Asia-Pacific area, using CRM software to track and map client accounts. B2B customers to be targeted.
- Market research analytics to understand how our marketing activity turns into B2B customers, and continually refine that process - alignment of Marketing with Sales.
- Assist with event planning, including relevant fairs/conferences/meetings, mostly in the Asian-Pacific regions. Implement and support of Marketing campaigns.
- Stay up to date and document the latest trends and changes in the seed and food industry fields.
- Ensure high levels of customer satisfaction by reaching out to existing customers in order to receive, document and analyze feedback. Learn about users and the product’s market.
- Writing and reviewing press releases, reports, contracts and quotes. Prepares sales presentations that speak to the customer pitching a clear business case.
- Updating samples database, CRM platform, and forwarding monthly activities summaries.
- Tracking samples needed for R&D purposes by updating database, arranging shipment, and notifying customer.
- Tracking sales expenses by consolidating, analyzing, and summarizing expenses; forwarding for reimbursement.
- Other tasks not specifically listed in this job description might be later assigned.

## Your climbing kit

### Education:

- M.A./M.S. in engineering (technical background preferred), or marketing. OR an equivalent combination of education and experience, is required. We see beyond positions – we see people.

### Experience:

- Experience in Asia-Pacific food or seed industry
- Experience in B2B sales is required
- Direct experience generating and capturing leads, supporting the sales functions, and in market research and analysis.

### Technical skills:

- Proficiency in MS Excel, MS Word and MS PowerPoint. Ability to learn the functionality of new/additional IT tools.

### Travel:

- Up to 50%.

### Soft skills:

- E-m-p-a-t-h-y. Empathy is the most valuable tool in successful customer relationships.
- Perseverance is another key foundational attribute for a sale to be successful. It allows you to succeed where others fail.
- Creativity and passion to help the company grow further.
- You must have a knack and love for writing as your voice will go across existing and potential customers and investors. Your voice is not only good in paper but also in face-to-face communication.
- Ability to understand and explain technology concepts.
- Proofreading and editing skills are required.
- You must be organized, self-motivated, be able to work independently, and on a team.
- Ability to represent the company in a smart and professional manner.
- Ability to work in an international environment with diverse cultural backgrounds and business practices.

### Languages:

- Fluency in English and Chinese/other Asian-Pacific language

### Permit:

- EU/EFTA citizens or valid Swiss working permit

## How to join our team

1. Are you able to analyze problems and implement solutions?
2. Do challenges motivate you?
3. Are you a born entrepreneur?
4. Do you have passion and dedication to innovate the food world?
5. Are you a citizen of the world and enjoy being part of an international team?

If you have answered **YES** to all questions above, then you have high chances to be part of our team. Send your complete application in **PDF** format (including motivation letter, CV, copies of degrees, reference letters, and any relevant documents) or inquiries to [jobs@qualysense.com](mailto:jobs@qualysense.com) mentioning the job reference number on top of this page. Application must be written in English. Incomplete applications will not be considered.



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