

これまで以上に、日本市場での事業成長が加速しています。WITec (ビーテック)では、日本市場において、顧客への営業活動の実行、代理店との関係構築・拡販を中心に担っていただける意欲のあるゼネラルマネジャーのポジションを募集しています。分子分光分析の知識を持ち、アカデミアと民間企業へ営業経験がある方、コミュニケーション力・対人関係・リーダーシップスキルを期待しています。本候補者は、顧客の購買動機を理解し、効果的手法でニーズと要望を提供できることが見込まれます。

# General Manager at WITec K.K., Japan

## ゼネラルマネジャー (Japan)

### Who we are

WITec is a leading manufacturer of confocal and scanning-probe microscopes for state-of-the-art Raman Imaging, Atomic Force Microscopy (AFM) and Scanning Near-field Optical Microscopy (SNOM) in addition to being the developer of correlative Raman Imaging and Scanning Electron (RISE) microscopy. WITec's headquarters is located in Ulm, Germany, where all WITec products are developed and produced. Branch offices in the USA, Japan, Singapore, China and Spain provide a worldwide sales and support network. WITec is distinguished by its innovative product portfolio and a microscope design that enables combinations of the various imaging techniques within one system.

### Key Responsibilities & Duties

The General Manager will be responsible for our business in Japan, especially all market-relevant activities, like:

- Closely working and establish a good relationship with our customers and distributors
- proactively identifying potential customers and/or projects
- product consultancy, marketing activities, developing and executing product sales activities and providing a local point of contact for customer support
- analyzing market trends as well as local funding or budgeting schemes and purchasing behavior
- identifying long and short-term goals in order to build customer loyalty and cultivate new relationships with key decision makers

### Profile & Qualifications

- Proven track record in business development is an asset, demonstrated selling ability and negotiating skills, including excellent presentation skills are required.
- A strong scientific background, ideally with any of the techniques described above and Confocal Raman microscopy experience in particular.
- Previous experience in scientific technology sales, project, or product management is preferred
- Fluent in English and Japanese

### What we offer

We offer varied and interesting work in a growing and dynamic medium-sized nanotechnology company with a performance-based, attractive compensation. Close ties to WITec Headquarters in Ulm keep our local managers integral to our business. If this opportunity appeals to you, we look forward to receiving your application documents by email: [info@witec.jp](mailto:info@witec.jp) If you have any questions, please feel free to contact us by e-mail as well.