



Start as soon as possible in Uppsala, Sweden as a:

Technical Sales Manager (m/f/d)

Scientia Environet is the leading supplier of complete Radiation Monitoring Network Solutions. Scientia Environet formed in 2021 when Scientia Sensor Systems and ENVINET joined under the Scientia Scientific Group. Together, Scientia Environet delivers powerful early warning and environmental radiation monitoring systems to timely quantify and minimize the impact of nuclear radiation releases. Scientia Environet combines the strengths of market-leading gamma radiation detection systems from ENVINET, and the radioactive Xenon early warning systems specialties of Scientia Sensor Systems. This allows us to supply the most comprehensive and integrated Radiation Protection Network solution from one source in the industry.

We have been successfully developing and selling highly complex measurement technology worldwide for many years. The highest quality standards and long-term customer orientation result in numerous inbound inquiries and internationally renowned reference customers.

Find more information at www.scientaenvinet.com.

If you would like to work in an innovative company that successfully brings new and future-oriented solutions for environmental and nature-related applications to the market, this is the right place for you.

YOUR RESPONSIBILITIES

- **New customer acquisition & key account management** – You proactively contact potential new customers, support existing customers, and strategically manage key accounts.
- **Quotation management** – You prepare and process quotations based on technical specifications, project requirements, or individual customer needs.
- **Tenders** – You prepare offers for public and private tenders and support the entire tender process.
- **Technical coordination** – In close collaboration with Product Management and Development, you ensure precise technical specifications for offers and support internal coordination processes.
- **CRM & lead management** – You maintain customer data and consistently follow up on quotations.
- **Trade fairs & events** – You organize and attend trade fairs and exhibitions to optimally represent the company.
- **Market analysis** – You monitor the market, identify new products and application areas, and prepare well-founded market analyses.

YOUR PROFILE

- **Educational background** – You hold a completed degree in physics, chemistry, mechanical engineering, electrical engineering, or a comparable scientific discipline.
- **Initial sales experience** – Ideally, you have 1–2 years of experience in technical sales or related fields.

- **Technical understanding** – Interest in (environmental) measurement technology and willingness to familiarize yourself with new topics in depth.
- **Strong communication skills** – Ability to explain complex technical concepts clearly and persuasively.
- **Hands-on mentality** – You are proactive, roll up your sleeves, and turn ideas into action.
- **Entrepreneurial mindset** – Independent working style, preferably with experience from self-employed projects or start-ups.
- **Perseverance** – You remain persistent and consistently see projects through to completion.

DESIRABLE EXPERIENCE

- **Sales experience** – Previous experience in complex lead generation.
- **Channel sales & partnerships** – Familiarity with building and managing sales partner networks.
- **Tender management** – Knowledge of tendering processes is an advantage.

WHY WORK WITH US?

- Be part of a company with a 40-year legacy of enabling Nobel Prize-winning research
- Collaborate with physicists, product developers, and researchers across Europe and the world
- Get hands-on with the hardware – our production floor is just downstairs
- Enjoy a flexible and informal culture where curiosity and quality lead the way
- Influence your own work methods – and bring others with you to shape the future

Join our team and help shape the future of measurement technology!
Applications are reviewed on a rolling basis, so don't hesitate to submit yours today to Tobias Persson at tobias.persson@scientiascientific.com