



KINETIC LIGHTS is the leading specialist in kinetic lighting.

For more than 10 years KINETIC LIGHTS engineers and produces a wide range of steel wire and powered cable DMX WINCHES for various art, interior, stage, show and event lifting and lighting applications.

The main use of our high precision hoists is the synchronized spatial animation of large arrays of tethered LED LIGHTING ELEMENTS.



## Sales Engineering and Product Manager (m/w)

For our team we are looking for an enthusiastic multiplier who lives for Sales!

In the future KINETIC LIGHTS would like to focus our sales activities primarily on the acquisition of large-scale system sales.

You will be processing KINETIC LIGHTS rental and sales inquiries for our large-scale kinetic and static light installations and the associated products in a permanent employment full time at our studio in Berlin.

### YOUR TASKS:

- \* Establishment of an active direct customer acquisition for Kinetic Lights systems and products
- \* Contribution to international market access and dealer network strategies for Kinetic Lights partners and resellers, especially in US, Latin American and Asian markets
- \* Customer care for existing leads and international partner companies
- \* Request handling of worldwide Kinetic Lights customer inquiries (mail / phone)
- \* Strategic reorientation towards new market fields for kinetic installations (events, architecture, TV, etc.)
- \* Coordination of technical feasibility with the creative and technical department
- \* Software-based planning and coordination of product inventories with warehouses, production and purchasing
- \* Representation at national and international trade fairs, congresses and industry events

## WE OFFER:

- \* A unique, exclusive product with high market demand (internationally!)
- \* First construction of direct sales
- \* Independent creative work and enormous international market potential
- \* Agile, motivated team
- \* Unconventional and challenging international projects in the field of art, architecture, show and event
- \* Employee profit sharing
- \* Team events, delicious coffee and fun on the pinball machine
- \* Basic salary + sale with an attractive commission

## YOUR QUALITIES & SKILLS:

- \* Completed commercial or technical education (like a master in Mechanical Engineering or Event Technology) or comparable studies
- \* Professional experience as sales engineer for large-scale systems and support of key accounts, alternatively business development
- \* Good understanding of complex technical products and large-scale installations
- \* Experience in the fixed installation and / or event area (concerts, shows, fairs, corporate, building equipment, etc.)
- \* Experience in foreign trade and export to non-EU countries beneficial
- \* Network in event technology & agency environment desirable
- \* Teamwork as well as very good communication skills and sales skills
- \* Easy handling of modern communication tools
- \* Excellent German and English knowledge in spoken and written
- \* Further language skills desirable
- \* Communication and team skills
- \* Self-initiative, resilience and system thinking
- \* Hands-on mentality
- \* Willingness to travel

## HOW TO APPLY:

If we have aroused your interest in this exciting task, send us your digital application with a CV and photo stating your salary expectations by e-mail.

## CONTACT:

[jobs@kinetic-lights.com](mailto:jobs@kinetic-lights.com)

Information on our products and services:

[www.kinetic-lights.com](http://www.kinetic-lights.com)  
[www.whitevoid.com](http://www.whitevoid.com)