

Project Manager & Technical Sales / Country Manager USA

Bring a European high-tech innovation to the USA! We are expanding into the U.S., and you can play a key role!

YOUR TASKS

- **Managing, developing, and acquiring customers** independently – from first contact and designing tailored solutions to successful business closure
- Setting up and **leading a test lab** and end-assembly area for inspection systems, as well as a U.S. sales office
- Conducting **laser-acoustic measurements, feasibility studies, and product demonstrations** both in the **Aerospace NDT Test Lab** and **on-site at customer facilities**
- Preparing **project reports, technical analyses, and application recommendations**
- **Representing XARION** at trade shows, scientific conferences, and **on-site customer visits**
- Building a local customer pipeline and **establishing a structured market presence in the USA**, including networking and key account development

YOUR PROFILE

- **U.S. citizenship**
- **Completed degree** (minimum Master's) in a **technical or engineering discipline** (e.g. Aerospace, Mechanics, Materials Science, Physics...)
- **At least 2 years of professional experience**, ideally in aerospace or NDT, and possibly an existing network from university
- **Relevant background in engineering, NDT, manufacturing, quality inspection, or ultrasonic testing**
- **Hands-on experience** in lab work, test setups, optics, metrology, industrial quality testing, or laser technology
- **Entrepreneurial spirit**: confident, self-driven, strong personality
- Willingness to complete a **6-12-month onboarding in Vienna**, followed by **long-term work in the USA** covering technology, applications, customers, and product portfolio
- **High willingness to travel**

WE OFFER

- **Opportunity to be the driving force behind XARION's U.S. expansion.** If you want to shape the future of materials testing and help establish XARION in the USA from the ground up, this is your moment!
- **Entry-level salary during your time in Austria: €70,000 (full-time, higher depending on experience and qualifications).**
- **Work with award-winning technology** that is redefining contactless ultrasonic testing.
- Collaborate with an **international, high-tech team** and gain exposure to **cutting-edge industrial applications**.