

Titel:

Technical Sales Engineer (M/W/D)

Place of residence:

Hamburg

Reports to:

VP of Technology & Solutions

Company:

Our client designs and manufactures leading edge finishing machines for label inspection, slitting, rewinding, die cutting, overprinting, digital and booklet printed labels for the narrow web industry. With production facilities, sales, and service in Germany and the USA, and a world-wide Agent network, our client maintain the highest level of product quality through ease of use, absolute control and flexibility.

Position Summary:

This interface function ensures that the business unit, in cooperation with the local sales and service department as well as the engineering, sales and service departments, prepares quotations for machines, refurbishments, retrofits and spare parts according to internal and external requirements. This concerns both the coordination and preparation of quotations and aftermarket activities on site as well as the operational involvement in the above-mentioned sub-areas. In addition, the position ensures professional communication with new and existing customers, thus ensuring a smooth flow of information between the individual departments and branches.

Your Tasks:

- Preparation of quotations for machines, retrofits, and spare parts
- Supporting the management in sales and marketing activities
- Supporting sales activities by telephone
- Support of the service department in the preparation of quotations and implementation of retrofit and refurbishment projects
- Works closely with customer, sales, and engineering to define project requirements.
- Ensuring professional and sustainable communication with customers
- Exchange with suppliers regarding quotations and solutions
- Works closely with customer, sales, and engineering to define project requirements.
- Preparation of reports including tracking of internal KPIs
- Carrying out administrative and business analyses (budget monitoring, margin calculation and order recalculation)
- Support maintaining ERP system
- Other duties as assigned

Your Profile:

- Bachelor´s degree in engineering studies or similar
- Proven business process knowledge and work experience
- At least 2 to 3 years in an OEM manufacturing environment needed
- Master´s degree in mechanical engineering is a plus
- An equivalent combination of experience and education will be considered

Kontakt

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