

Sales Engineers (m/f)

Areas of Focus:

- Graphic Industry
- Bakery Products, Agricultural Products, Fruits

Your Duties:

- Independent handling of a sales territory/customers
- International sales of packaging lines and machinery
- Acquisition of customers
- Tender preparation and price calculation
- Customer presentations, customer consultation and contract negotiations
- Project support during implementation
- Organizing and manning the booth at trade shows
- Creativity and technical ingenuity
- Monitoring of international markets and competitors

Your Qualifications:

- Engineering degree (Mechanical or Electrical Engineering)
- Several years of experience in sales of complex manufacturing lines and machinery in the Asia- Pacific region
- Foreign languages (Mandarin, Bahasa Malaysia / Indonesia, German, etc.)
- Professional and personal expertise, as well as flexibility and independent working
- Willingness to travel (Asia- Pacific region)
- Confident and convincing appearance towards customers, along with assertiveness and entrepreneurial spirit
- Excellent communication and organizational skills

If you are able to demonstrate excellent references, confidence in using MS Office products, competence in English and foreign languages, an ability to work independently, methodically and analytically, combined with a high level of commitment and keenly-developed team and communication skills, we look forward to your application, including an indication of your availability and desired salary.

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