

Job advertisement: Sales representative

As a traditional medium-sized electrical engineering company, we develop, manufacture and sell high and medium frequency converters for various inductive heating tasks in industry and research. As a long-standing international development partner, we offer our customers solutions that can be easily integrated into the production processes of a wide variety of industries. At our headquarter in Tübingen, southern Germany, around 60 employees work in sales, development, design, manufacturing, materials management, commissioning and after-sales.

As a part of our internationalization strategy we are looking for YOU!Your tasks:

- Acquisition and consulting of customers in your market in cooperation with our technical sales department in Tübingen.
- Inquiry processing, offer preparation as well as price and contract negotiations.
- Development of long-term and successful business relationships.
- Identification of new market segments and application areas.
- Participation in the selection and implementation of specialist conferences and trade fairs.
- Implementation of our growth-oriented sales and marketing objectives.
- Comprehensive support and advice for our customers (order processing, warranty issues, after sales, commercial matters, etc.).

You have the following qualifications:

- Technical or scientific studies advantageous, alternatively at least five years of professional experience in the field of selling products of the capital goods industry requiring technical explanation.
- Good technical understanding.
- Customer-oriented, entrepreneurial thinking and acting.
- Great commitment, reliability, creativity and flexibility.
- Willingness to travel within Austria.
- A strong sales instinct.
- Enthusiasm for technically demanding products.

That's what we offer you:

- An exclusive commercial agency contract for a national market.
- A profitable commission arrangement for all national incoming orders (existing customers, new customers, after sales).
- Access to the entire national customer base. You benefit from current commissions from the very first day through the existing customer turnover.
- A dynamic team in Tübingen, which is available to you at any time for the elaboration of technically demanding concepts.
- Marketing materials and up-to-date hardware necessary for a successful mobile sales activity are made available to you.

If you find yourself in our job application and would like to be part of the international sales network of an economically healthy, highly specialized company with worldwide activities and are interested in very varied tasks, please send your application documents in electronic form as a PDF document to Ms. Diener (jobs@himmelwerk.com). We look forward to getting to know you!