

KRÄMER+GREBE is one of the market leaders in precision moulding and tooling development, engineering and manufacturing from prototype to production tooling. The firm specialises in creating casting solutions for complex geometry castings with high-performance requirements and is a recognised partner of the international automobile industry and foundries. For decades innovative solutions have been developed for light metal casting, including in high pressure die-casting, permanent moulds and precision sand casting processes.

We are looking to hire a qualified and committed personality for our Sales Team to start at the earliest possible date as

Technical Sales Engineer (m/f)

Your role:

- You will identify and acquire new customers for the existing portfolio You will enhance existing customer relations and develop these systematically.
- You will analyse customer requirements in terms of technology and sales and will use this to contribute to the targeted further development of our range of offers.
- You will create and be responsible for tender preparation and contract negotiations.
- You will have the task of following up on offers, creating budgets and reporting directly to management on a regular basis
- Through your intensive networking with the customer's decision-makers, you will receive important information from customers, the market, demands and competition on a global level.
- You will create market analyses relevant to price, or rather costing, and will support in standardising and maintaining calculation bases, offers and article data.
- You will identify useful measures for advertising and acquisition, particularly trade fairs, conferences or similar events, and will support in implementing these successfully

Your profile:

- A successfully completed degree in a technical field or sound vocational education with further training in Sales
- Several years' experience in Sales in the tool construction sector or foundry industry
- Knowledge of casting tools, casting processes and the casting industry
- Professional and personal consulting expertise, as well as enjoyment in working intensively with customers
- Willingness to go on national and international business trips
- Very good knowledge of English
- A personality that shows initiative, solution orientation, negotiation skills and assertiveness
- Strong awareness of quality and costs, structured and independent way of working
- Excellent communication skills, commitment and ability to work in a team

What we can offer you:

- a position with responsibility in an innovative and efficient team at one of the market leaders in the industry,
- a demanding and varied role in an international environment with creative freedom and possibilities to develop personally,
- attractive remuneration with a performance and success component, possibility of home office and a company car - also for private use
- Intensive and structured training and the support from the central internal sales team.

Please send your application to our HR-Department.

Mrs. **Myriam Soualmia**, personal@kraemer-grebe.de, **+496461 800817** will help you in case of questions.