

Sales Engineers (f/m) – Hydraulic components (e. g. pumps)

Company: Chinese mother-company focused on fluid techniques – world market leader

Location: Berlin

- Main tasks:**
- ▶ Acquisition of new customers (cold acquisition) in the European market.
 - ▶ Preparation and calculation of offers in cooperation with the specialist departments and in coordination with the customer.
 - ▶ Development of sales activities European wide.
 - ▶ Cooperation with R&D, sales, engineering and production in China on a regular basis to fulfill customer expectations.
 - ▶ Acquisition and processing of customer inquiries.
 - ▶ Analysis and evaluation of customer needs and requirements with respect to their technical feasibilities.
 - ▶ Working from a home office and managing the own diary effectively.
 - ▶ Identifying and qualifying potential customers and new business opportunities.
 - ▶ Active support as well as technical advice to new and existing customers on site and via telephone.
 - ▶ Responsible for the claim management.

Job experience: Candidate must have at least 5-8 years working know-how in selling technological challenging products of cylinders, pumps, precision investment casting and sealings.

Language skills: German and English must be at least communication safe. Basic knowledge concerning the Chinese language would be helpful.