



FULL TIME / BUTZBACH

## Sales Engineer Machine Tools (m/f/n)

DVS Universal Grinding GmbH is an internationally active mechanical engineering company in Butzbach. We are part of the DVS TECHNOLOGY GROUP and manufacture combination machines for the hard-fine machining of shafts and chuck components with a centre width of up to 1,800 mm in single to medium series production. Cooperation with experts within our group gives us access to a comprehensive range of technologies for our solutions. Machines are our products, people our potential.

### Your tasks, among others:

- ✚ Comprehensive support for customers and sales territories as central contact person
- ✚ Identification of market potentials and target customers and subsequent customer approach
- ✚ Technical and commercial preparation of calculations and offers as well as their presentation
- ✚ Maintaining contact with manufacturers and sub-suppliers in the offer phase
- ✚ Preparation of sales documents and assessment of the commercial risk
- ✚ Acquisition of orders at home and abroad as well as conducting negotiations with customers
- ✚ Ensuring consistent project management and exchange with the group companies
- ✚ Organisation and support of tests and demonstrations including in-house machine acceptance tests
- ✚ Technical and commercial support and management of commercial agents

### Your profile:

- ✚ Degree in engineering (industrial engineering, mechanical engineering, precision engineering or comparable) or technical or commercial further training following an apprenticeship in a technical environment
- ✚ Sales experience in the field of mechanical engineering and grinding, ideally with an international orientation
- ✚ Confident appearance, convincing rhetoric, negotiating skills and closing power
- ✚ Confident handling of Microsoft Office
- ✚ Confident spoken and written German and English, other languages an advantage
- ✚ Ability to work in a team and willingness to travel world-wide