FROM IDEA TO INDUSTRY

member of SERO EMS Group

Sales employee (m/w/d/u)

Your responsibilities:

- Managing the existing customer base as part of a team and working closely with our Key Account Manager
- Acquiring new customers in consultation with our Key Account Manager
- Preparing quotations for customers – from price negotiations through to submitting quotations and following them up, in close collaboration with internal stakeholders
- Monitoring existing and potential markets with regard to sales volumes, pricing, competitors, product developments, and sales and marketing strategies
- Maintaining client relationships – visiting clients on-site or welcoming and supporting them at our location
- Attending trade fairs and exhibitions

We offer:

- a secure job and attractive remuneration, including a share in the company's profits
- 30 days' basic annual leave / up to 33 days depending on length of service
- Practical and personalised introduction to the role
- A good work-life balance with a 38-hour week, flexible working hours and paid leave in certain life circumstances
- Break areas with kitchen facilities, snack and drinks vending machines
- A friendly and open company culture with regular summer parties and the annual Christmas party
- A company pension scheme and the option to lease a bike through the 'JobRad' scheme
- A discounted 'Deutschlandticket' (Jobticket) via employer

Your profile:

- You have a degree in electrical engineering or economics, or have completed a business or technical vocational training programme, and may have several years' professional experience
- You have experience in and enjoy sales, and, in addition to being highly customer-focused, you are characterised by a structured approach to your work
- You have good IT skills, particularly in MS Office and subject-specific software
- You are a team player, flexible and highly committed
- A confident and professional manner, along with excellent verbal and written communication skills, goes without saying for you

The best time to apply is now! Apply at: bewerbung@epsa.de