

Sales Engineers (m/f)

Areas of Focus:

- Graphic Industry
- Bakery Products, Agricultural Products, Fruits

Your Duties:

- Independent handling of a sales territory/customers
- International sales of packaging lines and machinery
- Acquisition of customers
- Tender preparation and price calculation
- Customer presentations, customer consultation and contract negotiations
- Project support during implementation
- Organizing and manning the booth at trade shows
- Creativity and technical ingenuity
- Monitoring of international markets and competitors

Your Qualifications:

- Engineering degree (Mechanical or Electrical Engineering)
- Several years of experience in sales of complex manufacturing lines and machinery in the Americas
- foreign languages (Spanish, French, Portuguese) are an advantage
- Professional and personal expertise, as well as flexibility and independent working
- Willingness to travel (North-, Central- and South America)
- Confident and convincing appearance towards customers, along with assertiveness and entrepreneurial spirit
- Excellent communication and organizational skills

If you are able to demonstrate excellent references, , confidence in using MS Office products, competence in foreign languages, an ability to work independently, methodically and analytically, combined with a high level of commitment and keenly-developed team and communication skills, we look forward to your application, including an indication of your availability and desired salary.

AFFELDT USA INC.

- Michel Provini -
12600 Deerfield Parkway
Suite 100, Alpharette, GA 30004

Contact person: Michel Provini
Tel.: +1- 678- 5663640
E-mail: m.provini@affeldt.com