

Sales Manager - Factory Automation (m/f/d)

Vicinity Düsseldorf

Our client is a Japanese manufacturer of motorized products which has also successfully established its presence within the global market. At the German base in Düsseldorf area, the company coordinates the sales activities for their Robotics Division, covering the whole of Europe and North Africa.

Currently they are looking for a motivated and experienced Sales Manager (m/f/d) to join their international team and support the expansion of the Factory Automation business.

Your tasks

The main objective of this position will be to connect with end customers (mainly Automotive OEMs) and system integrators to promote the technology and raise the interest of cooperation as well as closely support the dealers. In the initial phase you will receive a training and get to know the technology on the job.

- Responsible for sales activity for direct contract customers and develop connection with new customers
- Reaching out to OEMs, visit potential clients (mainly Germany, as well Europe-wide) and convincing about the advantages of using our client's technology in production line
- Close collaboration with colleagues from sales, marketing, and technical engineers
- Documentation of activities
- Participation in trade shows as an explanatory person

Your profile

- Completed university degree or vocational training
- Technical background is welcome, but not a must
- You have B2B Sales experience of technical products and preferably experience in new business development
- Nice to have: experience with factory automation/robotics and dealing with Automotive OEMs
- Business fluent language skills in German and English
- Willingness for business travel
- Good planning, organizational and time management skills

Benefits

- Interesting and challenging position in a globally successful company in an international team
- Work base in Düsseldorf area or Home-Office
- Unlimited full-time contract
- 30 days of paid vacation

Contact

If you have any questions regarding this position, please contact Jana Romero-Giron under +49 211-749 686-32.

We look forward to receiving your application!

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