



TO CREATE
COLORFUL LIFE



To reinforce our European Industrial team based in Duesseldorf we are looking for a highly motivated

SENIOR SALES ENGINEER (F/M/D)

As a valuable member of the Industrial team, you will achieve great success in sales situations and build long-term and effective relationships with our customers with a high level of engagement.

JOB CONTENT

- Establish and maintain effective long-term relationships with a defined customer and distributor base to ensure a high level of satisfaction
- Development of the account strategy at the assigned account within the framework of the global industrial strategy and in collaboration with relevant colleagues worldwide
- Responsible for preparing and achieving annual sales budget to realize ambitious growth plans
- Lead all contract negotiations, as well as interface with internal support organizations such as legal, quality, supply chain, etc.
- Conduct and implement regular strategy meetings at the client's management level
- Act as escalation point on global level and ensures effective customer KPI's tracking
- Drive promotional campaigns to generate RFQs in close collaboration with relevant functions in China and Japan

WE OFFER

- In addition to an attractive salary we offer variable incentive bonuses as well as non-monetary benefits
- A company car also for private use
- Flexible working time
- 30 days' of holiday and special paid leave
- An international, professional and dynamic team
- Excellent Healthcare Benefits and Team event

Real customer success happens because you care. You are passionate about engaging your customers and understanding their needs. You have impeccable relational skills and can create win-win environments for all parties you work. If this sounds good to you, then please forward your application incl. salary expectation and your earliest possible start date by email to: recruiting@tianma.eu.

