

Internal Sales Manager (gn) | Sensor-based Mining Automation (Aachen, DE)

Our Company

Our technology company was founded in 2008 and develops innovative, technological solutions for the world's leading raw material producers. Thanks to our modern sensor technology, people work safely even in bad weather. We automate train and ship loaders and create 3D visualisations of machines and stored raw materials. The requirements of the modern mining and raw materials industry are varied and demanding. Solutions from other industrial sectors can therefore often not be used. That is why we use specially developed electronics, in particular a radar sensor technology that is unique in the world.

We are looking for

An ambition outgoing personality to accelerate the global sales team expansion in their markets. The full-time role includes regular cold calling campaigns including quotation assistance for our worldwide sales team. Ideally you are residing near our headquarter in Aachen and you already have an affinity with the mining industry.

Your Tasks

- Assisting in the expansion of our global customer base
- Cold calling and social networking with prospective customers
- Team member in the global sales team in Aachen
- Relentlessly communicate, listen carefully, understand, and connect deeply at the human level
- Assist in the preparation of technical, commercial proposals and presentations
- Generate leads & manage them through the sales process
- Actively analyze and discuss issues, highlighting market developments as well as risks related to specific deals

Your Profile

- You have successfully completed a university degree
- Desirable but not mandatory is a background in the mining and bulk material handling industries and good understanding of process automation in mining/raw materials engineering
- Strive to understand and respect individuals, no matter who they are
- Independent, confident and capability to work in a fast moving and complex environment
- Proficient use of English and at least one more language. German language skills are a clear plus

Our Offer

- With us, you can expect varied and challenging tasks in an international project environment
- Flexible working hours and working models make it easy to reconcile work and family life
- You will have the opportunity to receive a company pension and a childcare allowance
- Working with enough freedom for your own initiative in the Belvedere revolving tower in Aachen
- Ergonomic workplace with feel-good factor, free drinks and relaxed dress code

Please send your complete application documents (max. 5 MB), stating your salary expectations and earliest possible starting date, by e-mail to personal@indurad.com.



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