



Experienced Sales Engineer (gn) - Europe

The company

To enable people to work safely in adverse environments and reduce emissions, indurad has been developing innovative sensor solutions for the world's leading raw material producers since 2008. We combine hardware, software and engineering solutions to enable the automation and digitalisation of processes and increase efficiency for our customers. For example, we can automate train and ship loaders, implement active collision protection and create 3D visualisations of machines and stored raw materials. Our specially developed radar sensors with customised software solutions can be used in harsh environmental conditions, making them perfect for the diverse and demanding requirements of the bulk materials and raw materials industry. We are a diverse team of talented, innovative people focused on making positive change at scale.

We are looking for

We are looking for an **Experienced Sales Engineer (gn)** as soon as possible to sell our digital solutions in Europe with focus on the DACH region. The position combines field and inside sales with a dash of product management. Furthermore, you will support product presentations in web meetings together with our country subsidiaries.

You will spend most of your time with customers, otherwise you will work in the mobile office. Four days per month you will spend at our location in Aachen or Überlingen.

Your tasks

- Independent control of the entire sales cycle for indurad products
- Preparation of technical and commercial offers according to customer requirements
- Acquisition of new customers and support of existing customers
- Identification of new sales markets
- Documentation of customer data and sales transactions in the CRM system
- Representation of the company at trade fairs and conferences

Your Profile

- Relevant experience in bulk materials handling, mining technology, or processing technology
- Completed studies or technical training in the field of process measurement technology, process engineering, mining technology or automation technology.
- At least three years of experience as a sales representative for mining, cement, fertilizer, alumina, or similar industry applications.
- You are a "hunter" and see yourself as an active relationship manager who enjoys networking and has an interest in technology and dealing with more complex customer requirements
- Good self-organization and affinity for diverse people and cultures.
- Hands-On Mentality. If necessary, you are in the dust with a screwdriver
- Very good English skills, other European languages are an advantage

What you can expect from us

- Flexible work: Early riser or night owl - Thanks to home office, flexible working hours and a flexible worktime model (full or part time), you can organise your workday yourself. A good balance between work and private life
- We offer an ergonomic workplace with a feel-good factor, drinks, free parking and enough space for your own initiative
- Direct lines to management and superiors, open communication and a relaxed dress code are a given with us. We are on a first name basis
- We offer an optional company pension scheme, a business bike and a childcare allowance as part of the salary package

We are looking forward to a dialogue with you!

Please contact me directly (christian.augustin@indurad.com) with a short CV and I will send you more information.