



Junior 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 a **Junior Sales Engineer (gn)** to sell our digital solutions in Europe as soon as possible. The position combines field and office sales with a dash of product management and is an excellent entry-level position in the area of sales of complex solutions.

After a good training phase, you will get customer contact - you will visit your customers and analyse their processes so that you can offer our customized solutions.

Your tasks

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

Your Profile

- Completed studies or technical training in the field of process measurement technology, process engineering, mining technology, processing technology or automation technology
- You are a "hunter" and see yourself as an active relationship manager who enjoys building networks and is interested in technology and dealing with more complex customer requirements
- You enjoy getting involved in complex processes and identifying areas for improvement
- Good self-organization and affinity for different 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.

