



## Experienced Sales Engineer (f|m|d) - Europe

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### 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 solutions from hardware, software and engineering to enable the automation and digitalization of processes and increase efficiency for our customers. For example, we can automate train and ship loaders, implement collision protection, and create 3D visualizations of machines and bulk material stores. Our specially designed radar sensors with customized software solutions can be used in harsh environmental conditions, making them perfect for the diverse and demanding requirements of the bulk materials and commodities 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 (f|m|d) 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

## Your chance

- Early riser or night owl - thanks to home office, flexible working hours and a flexible working time model (full or part time), you can organise your working day yourself. This is how you can achieve a good work-life balance between your job and your private life
- We offer an ergonomic workplace with a feel-good factor, drinks, free parking and enough space for your own initiative. You can expect exciting tasks in an innovative environment with highly motivated colleagues who are already looking forward to your impulses
- 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. Flat hierarchies encourage cooperation and creativity. That's why we welcome people who bring in different perspectives, think outside the box and question and change existing processes
- In addition to a mentor during onboarding, you can look forward to our internal Lightning Talks, where colleagues share their experiences. Choose the most suitable training courses for your career yourself
- We offer an optional company pension scheme, a business bike and a childcare allowance as part of the salary package

## Your application - Make the difference with us!

We are looking forward to a dialogue with you!

Please contact our CEO Christian Augustin directly ([christian.augustin@indurad.com](mailto:christian.augustin@indurad.com)) with a short CV and he will send you further information.

**Equal opportunities for all:** We welcome applications from people who are as diverse as we and our tasks - regardless of gender, age, disability, religion, sexual orientation, ethnic origin and nationality or social background.

You can find more jobs at <https://www.indurad.com/indurad/karriere/>.