



Experienced Sales Engineer (f|m|d) – Europe

Our Passion - Be a part of it!

Originally emerging from a research project, indurad has been developing innovative sensor solutions for the world's leading raw materials industry since 2008. We combine solutions from hardware, software, and engineering to enable the automation and digitalization of processes and increase efficiency for our customers. This allows us to automate train and ship loaders, implement collision protection, and create 3D visualizations of machinery and bulk material stockyards. Our specially developed radar sensors with custom software solutions can be used in harsh environmental conditions, making them perfect for the diverse and demanding requirements of the bulk material and raw materials industry.

From our headquarters in Aachen, our team of 150 fantastic employees ensures that our high-quality solutions lead to increased safety and reduced greenhouse gas emissions in the bulk material and raw materials industry worldwide. indurad combines the dynamics of a start-up with the energy and ideas of a large corporation - making us truly unique! We are a diverse team of talented, innovation-driven individuals focused on making positive changes on a large scale.

But one thing is still missing - and that's you!

We are currently looking for a **Senior Sales Manager (m/f/d)** to distribute our digital solutions in Europe, with a special focus on the Scandinavian region.

This position combines field and office activities with a touch of marketing and product management. You will support our country subsidiaries in presenting our products in web meetings. However, your main focus will be directly on our customers, while you spend the remaining part of your time in a home or mobile office. Additionally, you will work four days a month either at our headquarters in Aachen or Überlingen.

Your passion

- Our expert in the field of sales: You independently manage the entire sales cycle for indurad products, including planning, implementation, and monitoring of all sales activities.
- Additionally, creating technical and commercial offers according to the individual requirements of our customers is part of your responsibilities.
- By acquiring new customers and continuously supporting our existing customers, you establish sustainable business relationships.
- Furthermore, you identify new sales markets through market analysis and trend observation.
- Documenting customer data and sales transactions in the CRM system is also part of your duties, as well as actively representing the company at trade fairs and conferences.
- Additionally, you actively support marketing efforts.

Your skills

- You bring comprehensive experience in bulk material handling, mining technology, or processing technology and have a degree or technical education in process measurement technology, process engineering, mining technology, or automation technology.

- With at least five years of experience in sales of applications in mining, cement, fertilizers, steel, aluminum, or similar industries, you have a solid professional expertise.
- You see yourself as an active relationship manager who enjoys networking and has an interest in technology and dealing with more complex customer requirements.
- You feel comfortable in an international environment: You have good English skills or ideally additional European language skills and are not afraid to use them.
- A hands-on mentality, good self-organization, as well as an affinity for different people and cultures complete your profile.

You deserve it!

- An attractive salary package is a matter of course for us. In addition, you will benefit from a bonus package and numerous other subsidies, such as company pension schemes, business bikes, or a subsidy for your job ticket.
- Whether you're an early bird or a night owl - you determine your workday thanks to flexible workplaces and variable working time models that perfectly suit you.
- Family time is particularly important to us, and we live it: In addition to our family-friendly working time models, we cover the childcare costs of your child/children - whether it's daycare, a childminder, or family care.
- We also place great importance on providing you with enough room for initiative and development opportunities. This is particularly important to us so that you feel completely comfortable!
- Direct access to management and supervisors, open communication and feedback, a valued togetherness, and a casual dress code are as important to us as a lived "you" culture.
- With our innovative and high-quality products in a dynamic market environment that includes customers worldwide, boredom is guaranteed not to arise with us.
- At our headquarters in Aachen, you will find a unique workplace with a feel-good factor: centrally located yet surrounded by greenery - our location in "Aachen Turning Tower" creates a very special working atmosphere. You will benefit from bright, contemporary offices, ergonomic equipment, beverages, a rich fruit basket, various snacks, and free parking spaces.

Perfect Match?

Do you want to become part of a dynamic team and significantly contribute to the success of our company?

We look forward to a dialogue with you!

Feel free to contact our Vice President Sales **Oliver Jakobs** (oliver.jakobs@indurad.com) directly by sending him your resume, salary expectations, and possible starting date. He will be happy to provide you with further information.

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