

The German subsidiary of the Japanese technology company NACHI-FUJIKOSHI has been around for over 50 years. More than 80 engineers, technicians, tradesmen, and sales personnel at NACHI Europe GmbH serve potential and existing clients in Germany and in practically all European countries. The NACHI product range includes metal-cutting tools, roller bearings, hydraulic equipment & systems, industrial robots, and machine tools.

We are currently looking for an

**Sales engineer industrial hydraulics (m/w/d)**

to be based in the south-west of Germany. **HOME-OFFICE**

### Your tasks

The purpose of the job is to

- Daily customer support: you are the main communicator to OEM customers mainly in the industrial area
- Sales Follow-up of current customers
- Find potential new customers and build-up of customer relationships by visiting potential customers, general market research
- Find solutions to increase the turnover steadily
- Transforming customer requirements into a Nachi solution by defining a technical solution by meeting quality, time, cost targets
- Being the technical supporter for OEM, responding and follow-up for technical inquiries to the OEM customer, trouble shooting of our products
- Make quotation to the customer after choosing the products
- Visiting trade fairs and exhibitions, marketing support
- Obtaining OEM customer production trends and negotiating delivery date adjustments

### Your profile

Technical education and 2-3 years' experience with hydraulic components in the field of construction machines

Ability to read drawings for hydraulic equipment and hydraulic unit

Business fluent in German and English (written and spoken), any further language would be beneficial

Experience with working in a Japanese company is a plus

Willingness to travel (ca. 3 days a week to customers in Europe)

Valid driving license

We offer

- an interesting role within an international sales team
- excellent possibility to grow and advance
- the advantages of a stable, well-renowned company with first-class products
- a competitive salary and benefits package.



Could this be your new challenge? Then please do not hesitate to apply. A short CV is sufficient for us. I am also happy to answer questions by telephone.

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