

For more than 90 years, VetterTec, headquartered in Kassel, Germany, has been developing and manufacturing machines and systems for industrial drying and dewatering, primarily for the food industry. As a world-wide operating company, we generate more than 80% of our sales abroad. The key to our success is our team of over 150 employees at six locations.

To strengthen our team in Pune, India, we are looking for a

Sales Engineer

Your Responsibilities:

- Support and maintenance of our existing customer base, as well as attracting new customers and building long-term customer relationships in a spirit of partnership
- Regularly visiting customers, trade fairs and conferences along with giving product presentations
- Budget planning and implementation
- Holistic support of sales projects
- Conducting market potential and customer analysis, preparing statistics and reports
- Developing customer-specific proposals, including technical elaborations, cost calculations and their tracking through to order placement and execution
- Conducting contract and price negotiations up to contract conclusion
- Supporting orders, follow-up, and deadline coordination with customers and internal teams
- Administrative tasks and data maintenance in the IT system (CRM and ERP), such as entering customer data, enquiries, quotations and orders, etc.

Your Profile:

- Graduate in chemical engineering, mechanical engineering, or a related field of study
- A minimum of 5 years' experience in sales of technically demanding products or project management
- Good knowledge of the process industry is a must
- Knowledge of the Indian supplier market and an existing network of distribution partners is an advantage
- Experience with dewatering and drying applications and technologies along with expertise in handling and selling is an asset, especially in industries such as alcohol, starch and grain, vegetable oil, etc.

- Your working attitude is characterized by
 - Ability to quickly grasp complex subjects (technical/economic)
 - Excellent teamwork and communication skills
 - A highly structured, sustainable and independent manner
 - High willingness to travel at national and international level
 - Hunter mentality
- Additional skills:
 - Knowledge skills in MS Office
 - Proficient negotiation skills in English
 - Knowledge of German or another language is advantageous
- Your confident presence, strong persuasive and negotiating skills will convince us of your qualities!

Your Prospects:

- A job in an internationally successful and growing company
- Your role will be highly responsible and varied
- Thorough induction is a matter of course
- In addition, we offer attractive earning opportunities
- A very positive, dynamic, and professional working environment

Seize the opportunity to play an active role in the further development of our business. Our aim is to continue inspiring our employees and customers with advanced technology, modern structures and strong growth.

Together into the future! Are you ready?

Then apply today at: info.in@vettertec.com

If you have any questions about this position, please contact our HR Manager Ms. Jasmin Graf jasmin.graf@vettertec.com

Convince us! We look forward to learning more about you!