

# MEDICI | SPRECHER

UNTERNEHMENSBERATER IN PERSONALFRAGEN

Our client, **Endress+Hauser Instruments International AG**, is part of an internationally leading technology company specialising in industrial process engineering. As an independent and concise sales organisation, it operates primarily in emerging markets. New sales channels are established via a worldwide network comprising of regional support centres. In this globally networked environment, special importance is given to active and digital market development. And this is exactly where you as a

## DIGITAL SALES ENGINEER (M/F)

take on a central role. You are part of the Sales Channel Management Team. With modern tools, you can identify and acquire prospective and existing clients during the early stages of purchasing by identifying demand, analysing the market and evaluating an offer. Selected sales tools that represent added value will help you to generate qualified leads and subsequently generate more turnover. You are the technically competent person for initial contact and can reliably develop efficient customer solutions directly or in close cooperation with the regional sales partners. You can expect a versatile job in which you use your communication talent to its full potential. You are a committed and

## PROACTIVE PERSONALITY

for example, in the **internal sales environment**. You value direct customer contact and show joy and enthusiasm for technology and the world of digitalisation. You have a technical training background (ideally in the field of process automation or similar), this training is supplemented by initial professional experience in sales or marketing. High level of IT knowledge as well as knowledge of CRM and ERP systems, intercultural competence and a very good command of English are required. Additional languages (German language skills desirable) and experience in the online or e-commerce environment will further enhance your profile. If you are interested in doing pioneering work and actively participating in the further development of the digital sales strategy, then we have the right offer for you.

Mr. Renato Zurkirchen is looking forward to your compelling application.