



## **Sales Manager (m/f/d)**

**Location Leinfelden-Echterdingen / Remote**

For over 70 years, EBE has been a trusted partner of medium-sized and large companies when it comes to the development and production of sensors and HMI components. We take care of the complete development and production for our customers, including custom-made products. Our products are used in a wide range of industries - from household appliances to medical technology products. Our unique solutions make us successful on the market.

Our 135 employees at three locations work daily on the further development of our technologies and the continuous optimization of our processes. In this position, you will work independently in Germany and abroad strongly connected to our team at the headquarters in Leinfelden-Echterdingen. If you would like to become part of this family-run company and are keen to develop our customer strategy and take on responsibility, we look forward to receiving your application!

### **YOUR TASKS**

- Development of new businesses through continuous acquisition of new customers and projects with existing customers and sales partners
- Responsibility for new business acquisition from customer identification, initial contact and product presentation through to contract conclusion
- First point of contact for regular customers and sales partners and coordination of communication with the specialist departments
- Conducting price and contract negotiations and preparing individual customer offers
- Responsibility for converting customer requirements into technical solutions together with Engineering
- Analysis of market and customer requirements and identification of growth opportunities

### **YOUR QUALIFICATIONS**

- Degree in electrical engineering, mechatronics or comparable technical training paired with business know-how
- Extensive experience in customer-specific OEM business for HMI components and/or sensors
- Excellent communication skills, paired with a confident and professional demeanor
- Customer and result oriented personality
- Fun working in a team
- High willingness to travel
- Very good knowledge of German and English, additional European foreign language is an advantage

We look forward to receiving your application documents. Please use our online application form on the website to submit your application documents.

## WHAT WE OFFER YOU

- A friendly, open and collegial team that looks forward to welcoming you to EBE
- An exciting area of responsibility with a lot of freedom and independent work
- A performance-related salary and a company car
- A medium-sized company with the opportunity to actively shape things
- Attractive profit-sharing, tax-free benefits
- Mobile Office
- Offer of a JobRad via EBE
- Regular employee events

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