



We are a company with over 30 years' experience in developing, manufacturing and supplying measurement, testing and automation systems.

We are an established and successful technology company specialising in measurement, testing and automation systems, and we hold a leading position internationally.

Under the name APS Antriebs- Prüf- und Steuertechnik GmbH, we deliver state-of-the-art and innovative testing systems, often bespoke solutions tailored to specific customers and applications, for geotechnical investigations and materials testing. Our business divisions operate under the brand names 'Wille Geotechnik' for geotechnical applications and 'APS Adaptive Solutions' for industrial applications.

Our national and international projects are primarily in the fields of renewable energy, wind power, geothermal energy and thermal storage, or comparable applications, with a close link to current research topics.

Our national and international clients include renowned universities, colleges and private testing laboratories, as well as industrial companies.

To strengthen our sales team, we are looking for a

Sales Manager (m/f/d)

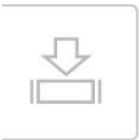
A key aspect of the role involves advising clients, handling enquiries and tenders, and preparing quotations. Accordingly, you will act as the primary point of contact between clients and our internal departments.

Objectives of the role

- Strengthening long-term customer relationships and consolidating and expanding contacts with scientific networks in the application field
- Supporting customers through technical and application-oriented expertise
- Contributing to the achievement of our corporate objectives

Your key responsibilities

- You will provide application support and technical advice to our customers
- You will independently prepare quotations and oversee quotation and contract negotiations through to successful conclusion
- Throughout the project, you will keep customer and application requirements in mind to achieve the highest level of customer satisfaction
- You will present and represent our company at conferences and specialist events



- You will support the specialist departments involved in the project in achieving the project objectives through detailed project preparation
- You will make a significant contribution to the continuous improvement of sales processes
- You will support the technical departments in the preparation and delivery of customer training

What you should bring to the role

- You already have experience in application-oriented customer consultancy
- You possess solid expertise in the field of geotechnical applications
- You combine your application expertise with pragmatism and commercial acumen
- Thanks to your education and experience, you are able to communicate with a variety of international clients and their cultures
- Ideally, you have a degree in geosciences, geotechnical engineering, environmental engineering, civil engineering or comparable practical experience
- You have, if possible, gained experience in an internationally oriented company and have a good command of English

Your personal skills

- Your strengths lie in advising, acquiring and supporting new and existing clients
- Your interpersonal and communication skills make you a natural networker who enjoys making new contacts
- You are a well-organised individual who thinks and acts entrepreneurially and capitalises on recognisable opportunities
- You are willing to travel and, where necessary, visit clients on site

Your prospects

- Entrepreneurial responsibility within an owner-managed company
- Collaboration on an equal footing with a direct reporting line to the company's management
- Freedom for professional and personal development
- The opportunity to work in a successful, internationally active company and within a dedicated team
- A key role with creative freedom and scope for ideas in an environment featuring application-oriented and technically sophisticated solutions
- A market environment offering good growth and future potential through innovative applications
- A role with a high degree of autonomy, combined with performance-related remuneration



- A role in a medium-sized company with flat hierarchies and short decision-making processes

Your benefits

- Flexible working hours – flexitime
- Option to work from home
- 30 days' annual leave
- Support for capital-forming benefits
- Free hot drinks
- Option for e-bike leasing
- Free parking

Your contact

Mr Berndt Büsterfeld
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Or apply directly!

Please send us your full application documents, including a video if you wish, to:

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<http://www.wille-geotechnik.com>

By submitting your application, you consent to the use of your personal data in accordance with the privacy policy on our website.