

WE ARE HIRING!



SALES ENGINEER (M/F/D) AUTOMATION

AUTEFA Solutions North America Inc. (ASNA) is the North American division of AUTEFA Solutions specializing in Nonwoven Textile Machinery and Automation Technology sales and spare parts.

You can find our main office at 3525 Centre Circle, Suite 102, Fort Mill, SC 29715, and our service center at 1029 Old Stage Rd, Suite I, Simpsonville, SC 29681.

Cordula Heiler will be happy to answer initial questions about the position **+49 821 2608 338**.

AUTEFA Solutions North America, Inc.
1029 Old Stage Road, Suite I ·
Simpsonville, SC 29681

www.autefa.com



JOB DESCRIPTION

- Support of existing customers and acquisition of new customers worldwide
- Revenue responsibility, market penetration, and market strategy development for the assigned customer base
- Technical and commercial handling of customer inquiries
- Preparation of calculations and offers
- Conducting negotiations with our customers with the aim of contract conclusion
- Conducting market research and competitive analysis
- Representation of our company at trade fairs and events

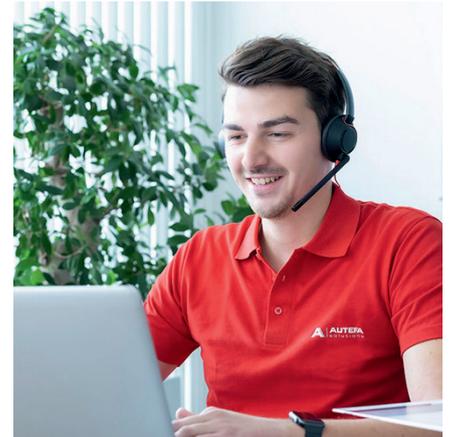
QUALIFICATIONS

- Successfully completed degree in Mechanical Engineering / Industrial Engineering or a technician degree or equivalent qualification with a strong technical affinity
- Several years of professional experience in sales of technically complex investment goods from the machinery and plant engineering sector
- Experience in the calculation of machinery and equipment
- Ability to capture complex customer requirements and translate them into solutions
- Structured and communicative personality
- Confident and engaging demeanor, strong persuasive skills, and pronounced negotiation skills
- Negotiation proficiency in English
- Proficiency in CRM, ERP systems, and MS Office
- High willingness to travel worldwide



BENEFITS

- A forward-thinking organization with a streamlined organizational structure
- A continuous, diverse role with room for creativity
- Leadership that encourages and recognizes dedication
- A constructive and optimistic company culture



HOW TO APPLY?

Simply send your application documents by email to **career@autefa.com**.

Join our team and be part of a company that's shaping the future.