



Brüel & Kjær Vibro

OEM Sales Engineer (m/f)

Brüel & Kjær Vibro is the leading independent supplier of integrated hard- and software solutions for safety and condition monitoring systems. Our worldwide network of branch offices and representatives strengthens our position in all important markets.

To enforce the Sales Department, we are looking for an OEM Sales Engineer.

Essential duties:

- Customize the implement sales and marketing strategies for the target companies
- Undertake sales and marketing activities to develop sales with the selected OEM's
- Negotiate and undertake the sales of products and services
- Develop strong working relationship within the OEM organisation
- Act as the primary interface to the selected OEM's
- Undertake client presentations to OEM's as well as the OEM's end customers
- Work closely with the sales organisation
- Oversee the solution delivery process
- Provide market and OEM feedback to the organisation
- Active participation in regular Sales and Marketing Meetings

Your profile:

- A minimum of 5 years sales and/or marketing experiences, preferably in B2B sales
- Relevant engineering degree in electronics or mechanics
- Strong customer focus
- Strong interpersonal skills and ability to build rapport with clients
- Results oriented
- Strong commercial and negotiations skills
- Knowledge of financial and contractual details
- A proven track record in developing sales
- Strategic focus and ability to prioritise activities
- Foundational knowledge of rotating machinery and/or the core market segments of Petro, Oil & Gas or Power
- Knowledge of Vibration and vibration analysis is an advantage
- Knowledge and experience in German market is an advantage
- Fluent communications skills in English and German

The candidate will receive thorough training and introduction to the position and will be offered a competitive package. If you recognise yourself in our description, please send your complete application to our HR Department.

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