



Sales Representative (m/w/d)

Brüel & Kjær Vibro (B&K Vibro) is one of the world's largest independent suppliers of machinery protection and condition monitoring systems. The systems are installed on rotating and reciprocating industrial machinery, such as pumps, turbines, compressors, motors, generators and gearboxes. Our solutions include hardware, software, sensors and all the required services, training, and consulting to install, integrate, apply, and operate our solutions.

B&K Vibro is looking for a skilled and experienced Account Executive to join our Sales team in Germany - home office or Darmstadt.



Reporting to the Director of Sales (EMEA) you will be responsible for developing and implementing a long-term, effective and profitable relationships with existing and new accounts. The goal is to advise customers and potential customers to successfully implement a predictive maintenance strategy based on condition monitoring. Therefore it is required to build long term relationships at multiple levels within an account. We expect that the Sales Representative directs and aligns the B&K Vibro team to ensure the maximum success at the customer.

Your tasks:

- Implement the company's sales and marketing strategies and customize them to align with market requirements in the assigned region
- Undertake sales and marketing activities to grow opportunity pipeline and develop sales strategy and execution plan to meet order entry objectives
- Oversee the deal negotiation and sales of all condition monitoring and vibration related products and services across the entire B&K Vibro product offering
- Undertake client presentations. Influence key stakeholders, obtain early involvement and identify the customer's specification requirements
- Provide strong interface to the Brüel & Kjær Vibro project delivery group to ensure a smooth transition of projects
- Oversee the project delivery process through close interaction and communication with clients and internal stakeholders
- Drive a strong customer focus in the region
- Cooperate with R&D to ensure Brüel & Kjær Vibro remains a customer-focused developer of new products and services
- Compile and present sale reports and maintain the CRM system with customer and project relevant data

Your profile:

- A minimum of 5 years of customer facing consultative sales experience
- Extensive experience and network in the condition monitoring sector preferable. We will also consider candidates with similar levels of experience in the industrial, capital equipment and process automation sectors or B2B sales
- Business degree or relevant engineering degree in electronics or mechanics
- Demonstrable commercial and negotiation skills
- Knowledge and familiarity with financial and contractual documents
- A proven track record in developing sales and meeting revenue objectives
- Strong customer focus and ability to lead cross functional teams
- Excellent interpersonal skills and ability to build rapport and trust with clients
- Proven track record of successfully selling high-value solutions and long-term service contracts
- Knowledge of vibration principles and vibration analysis is an advantage
- Knowledge and experience in the respective geographical regions is an advantage
- Fluent communications skills (verbal and written) in German and English
- Ability to work across different cultural environments and to travel 50%+

In addition to intensive incorporation and continuous training courses in technical subjects as well as training in soft skills, we offer you an attractive working environment, a fair pay and a varied range of tasks. You benefit from flexible working hours and interesting development opportunities within our company. If you recognize yourself in our description, please send your complete application, including your earliest starting date and salary expectations, in English to our Human Resources department (career@bkvibro.com).

B&K Vibro is an equal opportunity employer and all applicants will be considered for this position without regard to national origin, gender identity, sex, sexual orientation, color, religion, veteran or disability status.

