

**Job title:** Sales Engineer

**Job type:** Full-time

**Location:** PistonPower GmbH, 83607 Holzkirchen, Germany

**Reports to:** Business Development Team Leader

## **Purpose of Job:**

PistonPower is looking for a Sales Engineer / Business Developer to gather market intelligence, identify opportunities, develop them and grow PistonPowers' presence in the market.

## **Responsibilities and Duties – the Sales Engineer should:**

- Identify new applications and market segments considering the value proposition of the product and its competitive advantage
- Approach OEMs and hydraulic cylinder manufacturers from the identified markets segments in order to obtain customer feedback and identify opportunities
- Develop the opportunities into projects with the support of application engineer
- Gather market intelligence about the competitive situation and industrial landscape of selected market segments
- Represent the company in the trade shows and similar events
- Travel min. 50% of time on average to achieve the above-mentioned goals

## **Education:**

- Bachelor's or master's degree in mechanical engineering / alternatively a degree in economics or marketing combined with relevant engineering experience

## **Languages:**

- Very good written and spoken English language
- Very good written and spoken German language
- Other languages an advantage

## **Experience:**

- Min. 4 years of sales experience in industrial or off-highway mobile market (preferably hydraulics)
- Experience with CRM system (e.g. Salesforce) is an advantage

**Skills required:**

- Networking and building relationships
- Effective communication
- Ability to lead general technical discourse (understanding the product and customer requirements)
- Value selling
- Ability to successfully conduct cold calls

**Personal characteristics:**

- Self-motivated
- Result oriented
- Assertive
- Persistent
- Team player with the ability to understand the "full picture"
- Able and willing to learn and develop further
- Flexible

**Benefits:**

- Company car and mobile phone also for private use
- Nice office with own parking lot
- Start-up environment
- Home-office possible to a certain extend

About PistonPower:

*PistonPower is an innovative technology company who integrates high-pressure solutions in hydraulic cylinders. The company was founded in 2016 based on ideas and developments by Mr. Jørgen Mads Clausen, Chairman of the Board of Danfoss A/S.*

*The Cartridge Amplifier patented by PistonPower is a hydraulic, automatic, high-pressure sub-system, which is integrated in the piston rod of conventional hydraulic cylinders in off-highway and similar applications. The amplifier delivers high pressure on demand and allows for full flow by-pass when high pressure is not needed. The amplifier increases pressure up to 700 bar and is automatically activated when supply pressure reaches the activation pressure setting.*

*PistonPowers headquarters are in Holzkirchen, Germany. The company currently employs 18 people located in Slovakia and Germany.*