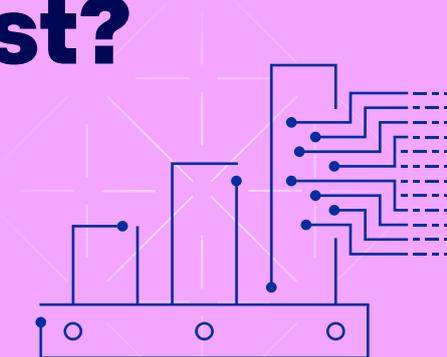


# Are you an ~~un~~imaginative Sales Qualifier Specialist?

Then expand your sense of the possible



**If you're reading this, then you're definitely someone who wants to push the boundaries of what's possible careerwise. Lucky for you, sensXPERT® is the kind of team you'll want to be part of.**

Over 150 years, our parent company NETZSCH Group has been responsible for some truly significant industry innovations. Today, sensXPERT® represents the next generation to redefine plastics manufacturing on a global scale.

Which is why we are on an ambitious recruitment drive to find the right people who can deliver on some very big aspirations. In fact, "ambitious" is the key word here.

We're after ambitious, wildly talented people to help us forge an exciting new future for Industry 4.0 and real-time manufacturing processes. We want confident doers who are ready to get under the hood, and explore the latest, cutting-edge technologies. We also want go-getters who can engage with the high-profile customers and industry leaders across automotive, aerospace, and electronics.

## Is this a role with your name on it?

For our **Sales Qualifier Specialist (m/f/d)** role, we want nothing less than a diligent, allrounder with an incredible eye for detail. You must be able to get stuck in with our exceptional marketing team, collectively filling our sales pipeline with high-quality leads.

A big part of your job will be to take on the never-ending challenge of securing a steady flow of leads. This means staying on top of (and using) the latest customer research techniques, plus accurately pre-qualifying potential customers.

This is a challenging role and not for the fainthearted. In fact, we'll constantly be monitoring your performance based on the number of leads you add to the funnel, and the rate of qualified opportunities you produce. Furthermore, we also want someone who prioritises customer satisfaction, alongside the overall success of sensXPERT® as a business.

It's your chance to supercharge your leadership skills and take control of your future career by joining a fast-growing, insanely ambitious, highly motivated sales team.

## New day...new challenge

### (all the great stuff you'll get to do day-to-day)

- Harness the latest market research to build and maintain the best possible sales funnel
- Continuously top-up the sales pipeline by collecting and preparing high-quality market data
- Our Sales Engineers need your help meet their sales targets – your chance to shine by pre-qualifying prospects and performing product demos
- Put your super-sharp CRM skills to the test, as you help track and evaluate work performance
- Keep an eagle eye on the all the details pertaining to the product order process – you'll be doing this with our sister company, ensuring the highest levels of customer satisfaction
- Channel your creative side and work side-by-side with our star marketing team to constantly keep our customer service top-notch.

### Essential qualifications

- High achievers with excellent commercial training as an industrial business management assistant (or comparable qualifications with a focus on business administration)
- If you've got 3 or more years' worth of experience as a top technical sales person, in either the B2B plastics industry or vertical industrial sales (automotive, aviation, etc.), then we want you
- Someone who can use CRM tools (e.g. Salesforce) and lead tools (e.g. Echobot) in their sleep
- This is a role for someone who has excellent listening and communication skills, not to mention an almost superhuman ability to persuade, foster trust, and inspire enthusiasm
- Excellent English and German communication skills a must (French or Spanish is a definite plus)
- Collaboration, collaboration, collaboration – we cannot emphasise it enough (we want confident, positive, and energetic team players and NOT 'lone wolves').

### Excellent benefits

- A permanent full-time contract with ultra flexible working hours (40 hours per week)
- Hybrid working model and remote work – trust-based working hours
- Either work from home, at our HQ in Selb or our sleek new Tech Hub in Munich (it's a short 10-minute walk from the main train station)
- A generous 30 days of paid leave each year, with compensation for overtime
- Not only do you get a great salary, we'll also throw in nifty perks, such as:
  - Drinks and fresh fruit at the office
  - Special lunch offers in our staff restaurant at our head office or monthly lunch vouchers
  - A bike lease scheme
  - Subsidised occupational pension scheme
- Employee-investment opportunities within the NETZSCH Group
- In terms of your personal development, we've also got that covered with various excellent upskilling programmes
- Let's not forget the many exciting team events you'll be able to join, where you can exchange great ideas, learn from other amazing colleagues, add to our vibrant culture, and enjoy top-notch sports and entertainment
- Finally, you'll get to collaborate, create, innovate and succeed with a truly brilliant and global team of other sensXPERTs.

### Contact

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**So if you think you've got what it takes to become a sensXPERT, then get in touch today and start reaping the rewards of an extraordinary career in the plastics manufacturing industry!**