

JOB SPECIFICATION**Job Title: Technical Sales Manager****Location: Hallbergmoos (Munich), Germany**

The Technical Sales Manager will be responsible for supporting and expanding existing key OEM and Tier One sales accounts and developing new clients within Germany and associated territories across ATI's entire product line. This position requires a strong technical background in automotive electronics and proven key account management skills to fully understand clients' needs and projects.

This professional will call on existing and new prospective automotive customers, provide technical product information and demonstrations, create customer quotes, and help improve overall product quality and manage key customer relationships at a senior level, in conjunction with the Business Manager. In addition, the Technical Sales Manager will gather and analyse sales, customer and market information and must have 3-5 years of successful sales experience, demonstrating that they have met assigned sales goals and fulfilled various report requirements.

A team player, but happy to work on their own initiative, this is an excellent opportunity for a professional individual with outstanding soft skills seeking to make a big impact in a fast-moving industry with excellent growth prospects, working with some of the world's biggest automotive businesses.

Responsibilities: -

- Forging strategic relationships and developing sales volume with new accounts.
- Preparing sales plans and presenting technical demonstrations.
- Participating in seminars and product trade shows.
- Creating sales quotations and proposals.
- Supporting customers with pre- and post-sales information and assistance.
- Providing timely feedback to Engineering as input for new feature/product requirements.
- Willing to travel within Germany and associated territories region to the customer's location.
- Work with global sales and support team to develop and maintain customer information in a common customer relationship database

Desirable Experience / Skills: -

- An engineering, or industrial engineering degree or equivalent qualification
- Professional experience and proven success in technical sales
- Fluent in German (at least C1 level) and English (B2 level or equivalent)
- Travelling up to 50% within Germany (and possibly EU), plus the US 1-2 times a year
- Excellent relationship management skills to invite, pick up, engage, and commit all stakeholders involved in the success of the business
- Previous experience as a field application engineer/technical sales a plus
- Experience with engine and/or vehicle calibration activities a plus
- Full clean driving licence
- Three years of strategic and tactical selling experience
- A thorough understanding of the automotive control system development process, including but not limited to control system design, function prototyping, testing and calibration
- Excellent written, verbal, and interpersonal communication skills with the ability to establish strong customer relationships
- Ability to work in a fast-paced team environment and to negotiate and communicate decisions
- A self-starter with positive disposition to growth and change, capable of working on their own initiative
- Must be highly presentable, well organized and detail oriented

What ATI offers: -

- Permanent employment, flat hierarchies with short communication channels and open doors
- Cooperation in a motivated, fun-loving international team
- Independent and solution-oriented work
- 30 days' vacation
- A company car
- In the event of a business move: provision of company accommodation for the first 3 months or flat-rate relocation allowance
- Agile working culture (mix of office and remote working)
- Free Coffee Tea in Schick Kitchen and shared office lounge

Interested parties should send their complete application along with salary expectations and earliest starting date to hjoshi@accuratetechnologies.com