

## WE MAKE PRODUCTION PROCESSES FIT FOR THE FUTURE

*Quality and precision are our benchmark - and always have been!  
With digital networking we set new standards in process monitoring.*

*As a one-stop supplier of standard parts with a global presence we are  
the perfect partner for our customers.*

***Because we love technology.***

For the reinforcement of our team in the **standard parts** division we require a



# Technical consultant (f/m/d) in field sales - Czech Republic

## YOUR RESPONSIBILITIES

- Expansion of sales activities with a focus on customer consulting that is both requirements- and solutions-oriented
- Continuous monitoring of the market and the competition, analysis of market potential, identification of sales opportunities
- Planning of individual sales measures and participation in the development of comprehensive sales concepts
- Acquisition of new customers, effective maintenance of established business relationships and expansion of customer relationship management
- Identification of customer requirements in technical discussions, support for the office staff in preparing offers
- Follow-up of enquiries and offers, conducting sales negotiations and active participation in order processing
- Presentation of products, concepts and system solutions - including at trade fairs
- Regular reporting to the sales management

## YOUR PROFILE

- Technical training in the metal sector with corresponding further training, alternatively a degree in mechanical engineering or comparable qualification
- Professional experience in the sale of technical products requiring explanation, preferably in tool and machine construction
- Sales talent with persuasive power and good negotiating and communication skills
- Distinct service orientation, a professional approach, high motivation and initiative
- Excellent knowledge of spoken and written Czech and English, while knowledge of German will be an advantage
- Good knowledge of MS Office, and experience with MS Dynamics (CRM) is desirable
- Willingness to work from home, ideally with a residence in the sales area

## WHAT WE OFFER

- A job with a future in an innovative company
- Varied activities in which you can implement your own ideas
- Flexible working hours and extensive further training opportunities
- A well equipped company car, laptop and mobile phone

We look forward to receiving your application in English or German (ideally by email as a PDF file), to be sent with details of your salary expectations and your earliest possible starting date to Ms Sandra May.

**FIBRO GmbH** | August-Läpple-Weg | 74855 Hassmersheim | T +49 6266 73-213 |  
personalwesen@fibro.de | fibro.de

