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WIKA-TECH S.A.S.
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AVENISENSE is the fluidic properties line of the WIKA GROUP. At WIKA-TECH – former company AVENISENSE, we passionately create and produce cutting edge, robust **fluidic properties sensing technologies** that make our customer's operations more reliable and profitable. WIKA-TECH delivers plug and play modules for the continuous monitoring of fluid quality, built for seamless embedding in all kinds of higher-level assemblies. WIKA-TECH seeks to be engaged in long-term, worldwide relationships with OEM integrators, distributors and research companies.

Intensifying our sales activities in specific market segments in Europe & US, we open a position for a:

Sales Engineer – instrumentation - international (m/f)

Reporting to the Sales Manager you will step-by-step overtake the sales responsibility in a given region/vertical for our company's fluidic properties sensors. Your responsibilities will be to develop new sales in a very technical environment & thrive existing business, with a focus on:

- Acquiring key customers (direct approach, selected web inbounds, coordinated projects)
- Fueling business partnerships with OEM's and Key accounts
- Building offers, quotations, closing, agreeing on terms and conditions
- Leading negotiations supported by the sales manager
- Identifying sales opportunities for associated services
- Developing a sales distributor network, with a focus on Europe
- Supporting Marketing and Business Development initiatives (web, press, exhibitions...)
- Reporting

In this role, you will interact intensively with internal sales and application engineers at WIKA-TECH but also possibly with other branches of the WIKA GROUP, always in an international environment. Traveling expected 60%.

This position is open to individuals owning a Master's degree in Science ideally completed with a Master's degree in Business/marketing and a successful experience in sales to industry, ideally in the instrumentation business. Your background must be both technical & sales oriented. Your competences would include:

- Capabilities in physics, fluidics, mechanics, sensing
- Mastering the sales cycle in B2B environment, from lead generation to closing
- Interpersonal communication, capability to create confidence, credibility
- Full English proficiency, German strongly recommended
- Self-starter with the capability to manage time & priorities

Also important for us is your open-minded character, talent to co-construct solutions, strategies and your willingness to solve problems, evolve in a dynamic company. The position is offered in our Offices in Le Bourget du Lac (73), France.

Thrilling to join us? Please send your detailed application along with your salary expectations at careers@avenisense.com, mentioning the reference below.