



OEM Sales Engineer (m/f)

Dresden or Homeoffice

Our Client

Our Client offers the largest and broadest selection of equipment automation software products used in high-technology manufacturing.

Goals

You are a hunter and a master of the technically complex sale. You can bridge the gap between the technical expert and the administrative decision makers to make sure that the PO gets signed. Your history of promotion, success and awards demonstrates your ability to thrive in a technical sales environment. You have opened up new markets and nurtured relationships with valuable flagship clients while consistently meeting your targets. You understand how to sell software services. You are ready to prove yourself as a key member of our sales team. Bring your energy and drive to a place with room for advancement and reward.

Main Assignments

- Responsible for managing and meeting target quotas
- Developing new business opportunities within semiconductor OEM's in Europe, and other related targeted accounts
- Relationship management for important semi OEM customers whose business represents a considerable portion of the company's income
- Prospecting for new opportunities within that customer's domain
- Making cold calls to identify new opportunities
- Ensuring leads are followed up in a timely manner
- Preparation of proposals, quotes, presentations with the support of an experienced technical team
- Periodic review of programs with customer and Development group
- Follow up on Purchase Orders, Change Orders, Integration and Support Requests
- Attendance at trade shows
- Client management assistance to the Project Managers
- Travel (25-40%) to customer sites in Europe

Requirements

- Post-secondary education in a technical field
- 5 successful years of experience in an high tech sales role involving complex and technically challenging solution sales and application engineering
- Knowledge and experience in selling products and/or services to semiconductor equipment manufacturers
- Basic technical knowledge of software architecture and development processes
- Able to coordinate activities within a number of opportunities simultaneously to manage and execute the sales process effectively, including prospecting, sales calls, sales visits and closing business
- Drive-to-win attitude a must
- Demonstrated relationship management skills
- Excellent computer skills including MS Office Suite and experience with a CRM system
- Excellent written and verbal English communication skills and confident presentation skills

Your Contact Person

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