8558 11163 Business Development Manager (m/w/d) Would you like to make a difference? advance ideas? achieve goals? Then you are exactly right with us. We are the world market leader in welding technology and ensure strong and secure connections between metals in a wide variety of industries. We may be looking for you to strengthen our team!  
  
Ready for new ways? Get started now!  
We are looking for:  
  
Business Development Manager (m/f/d)  
  
Your area of ​​responsibility:  
  
- Worldwide generation of demand for 3D seam monitoring systems, especially at leading automotive manufacturers and suppliers  
- Development of new markets and customer bases  
- Development of concrete customer-specific sales strategies and their implementation together with the worldwide sales teams  
- Analysis of customer needs to derive customer-specific system presentations  
- Sustainable development of customer relationships that make our products an integral part of the customer process  
What we expect:  
  
- Completed degree as an engineer (m/f/d) or comparable technical training  
- Several years of professional experience in complex technical and strategic sales  
- Sound market knowledge and experience in the (automotive) industry  
- Preferably experience in the fields of welding, quality control and/or 3D metrology  
- Strong communication skills and the ability to pursue medium-term goals consistently and in a structured manner  
- Proficient in German and English  
- Willingness to travel worldwide with a travel share of approx. 50%  
- Place of work preferably Berlin or Buseck  
What we offer:  
  
 Varied work in a motivated team  
 Modern work environment with the latest technology  
 Flexible working hours  
 Mobile working  
  
Have we piqued your interest?:  
Then apply now!  
We look forward to seeing you!  
  
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