

Ohne Dich bewegt sich nichts.



HAWE-Hydratec AG is the Swiss subsidiary of the internationally active HAWE Group. HAWE Hydraulik is a leading manufacturer of technologically and qualitatively high-grade hydraulic components and systems. HAWE products are used wherever high quality, plenty of power and maximum precision are required. Around 2,600 employees at more than 40 locations worldwide currently make their contribution to this every day.

To strengthen our team in Switzerland we are looking for a

Technical Sales Engineer (m/w/d)

Your tasks:

- Responsibility for achieving the targets in the assigned S-Line area
- Preparation and execution of customer visits together with the Regional Sales Engineer for presentation and active quotation
- Continuous communication with the customer and HAWE internal development and manufacturing sites, specific to the current project status and active decisions for or against projects (opportunities)
- Full responsibility for the technical and commercial offer in consultation with the internal stakeholders as well as project planning and costing with support from S-Line Engineering
- Final control of the completeness of the offer documents, subsequent coordination with the customer and handover
- Ensuring agile and continuous customer support in order to carry out agreed and fixed milestone/project reviews and guarantee customer acceptance
- Preparation of project proposals and structured collection of customer specifications based on customer enquiries in continuous cooperation with the Sales Engineer (including evaluation of customer requirements, project planning of solution proposals, preparation of price indications)
- Permanent analysis and implementation of market potentials for the S-Line business in cooperation with Corporate Development as well as in active cross-national cooperation with other Technical Sales Engineers
- Maintenance of project data (opportunities) in the CRM system and regular reporting on S-Line projects
- Possibility of a flexible working location (Italy, France, Germany or Switzerland)

Our requirement profile:

- A technical degree in engineering or industrial engineering or training as an industrial mechanic with many years of experience in hydraulics
- Preferably an additional economic qualification
- Distinct knowledge of hydraulics and hydraulic systems (technical and market-oriented) of HAWE components as well as complementary products of other manufacturers and competitors
- Project management experience / training as a project manager
- Expertise in the field of "requirement engineering" for professional collection and processing of customer requirements
- Very good language skills in Italian or French or German and English for a possible appointment in Italy, France, Germany or Switzerland

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Solutions for a World under Pressure

**HAWE
HYDRAULIK**