

Technical Field Sales Representative (m/f/d)

Win new customers. Develop accounts. Sell technical solutions.

H7 hontechnik specialises in honing tools and honing systems. To strengthen our sales team, we are looking for a skilled salesperson who enjoys visiting customers, developing new business opportunities and building long-term customer relationships.

You do not need to be a honing expert yet. What matters is enthusiasm for sales, technical understanding and initiative. You will learn about our products and applications through thorough onboarding and product training.

Your responsibilities

- Actively acquiring new customers and systematically developing your sales territory
- Personally supporting and developing our existing customer accounts
- Planning and carrying out regular customer visits
- Identifying new customers, applications and sales opportunities
- Providing technical and commercial advice at customer sites
- Presenting our products and developing suitable solutions
- Following up quotations through to a successful sale
- Monitoring market, competitor and industry developments
- Working closely with inside sales and technical colleagues, and attending trade fairs

Your profile

- Sales experience and enthusiasm for selling, ideally in technical field sales
- Technical understanding and an interest in manufacturing and metalworking
- Knowledge of machining, tooling, mechanical engineering or industrial manufacturing is an advantage
- Enthusiasm for acquiring new customers, with strong communication and negotiation skills
- An independent, structured and results-oriented approach to work
- Willingness to travel regularly within your sales territory
- A category B driving licence and good German skills; English skills are an advantage

Specific knowledge of honing technology is not required. We provide the necessary product and application training.

What we offer

- A dedicated field sales role with substantial responsibility and scope to shape your work
- An existing customer base with further development potential
- Thorough onboarding and comprehensive product and application training
- Direct support from inside sales and technical colleagues
- Fast decision-making and flat hierarchies
- Results-based remuneration, a company car and modern tools and equipment
- Long-term prospects in a specialist technical company

Do you enjoy being out with customers?

If you enjoy building personal relationships, winning new customers and independently developing your sales territory, we would like to meet you.

Contact and applications

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