

Technical Inside Sales Representative (m/f/d)

Advise customers. Find solutions. Drive sales together.

H7 hontechnik specialises in honing tools and honing systems. To strengthen our inside sales team, we are looking for a committed individual who combines technical understanding with enthusiasm for customer contact and sales.

Whether you have a technical background with sales experience or commercial training with strong technical understanding, you will advise customers, develop suitable solutions and work closely with our field sales team.

Your responsibilities

- Providing technical and commercial advice to customers, mainly by phone and email
- Supporting existing customers and building long-term customer relationships
- Actively approaching potential customers and developing new business opportunities
- Clarifying customer requirements and selecting suitable honing tools and systems
- Preparing and following up quotations through to a successful sale
- Coordinating technical questions and customer projects with the relevant colleagues
- Working closely with field sales to support customers
- Maintaining customer, quotation and sales data in the ERP system
- Making occasional customer visits to support advice and collaboration on site

Your profile

- Technical vocational training with sales experience, or commercial training with strong technical understanding
- An interest in technical products and willingness to learn about honing technology
- Enthusiasm for advising customers by phone, selling and actively approaching new customers
- Strong communication and negotiation skills, with a friendly and dependable manner
- An independent, reliable and accurate approach to work, combined with team spirit
- Confident use of MS Office; experience with ERP software is an advantage
- Good German and English skills, a category B driving licence and willingness to travel occasionally

Previous knowledge of honing technology is not required. You will learn about our products and applications during a thorough onboarding programme.

What we offer

- A varied role combining technology, customer advice and sales
- Thorough onboarding in our products and applications
- Independent working and room for your own ideas
- Close collaboration and technical exchange with the field sales team
- Fast decision-making, flat hierarchies and an open, supportive team
- Performance-related remuneration with results-based components
- Long-term prospects in a specialist technical company

Do you combine technical understanding with a passion for sales?

We would like to meet you. Please email your application, including your salary expectations and earliest possible starting date, to flachenecker@h7-hontechnik.de.

Contact and applications

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