



We are an international software company, and our mission is to make manufacturing more intelligent, more efficient, and more flexible. Our 50 professionals in Germany, India and China are dedicated to developing new technologies, and to making the smart factory vision a reality.

As a subsidiary of Eisenmann SE, we can draw on over 25 years' experience in the development and implementation of pioneering software solutions. As a team, we value working together closely and constructively to find novel solutions.

Join our team, and help shape the future as a

SOFTWARE SALES PROFESSIONAL, AUTOMOTIVE & GENERAL MANUFACTURING

at our facility in Boeblingen, Germany.

Your role:

- To analyze our customers' requirements, and offer them expert advice,
- To develop sales and product-portfolio, strategies and negotiate contracts,
- To develop project proposals and quotations,
- To win new customers, particularly in the automotive industry (both OEMs and component suppliers), and extend our customer base to other sectors,
- To strengthen and develop relations with existing customers worldwide,
- To analyze the competitive landscape.

Your profile:

- You have extensive experience in the sale of industrial software solutions, ideally for automation,
- You have extensive experience with complex buying-center structures, especially those of OEMs, automotive component suppliers and comparable companies,
- Ideally, you have experience with HMI, SCADA or manufacturing execution systems,
- You take a customer-centric approach, and are an excellent presenter, negotiator, and communicator,
- You are a self-starter: well organized and success-driven,
- You have a superb command of English have full professional proficiency in German,
- You are flexible, willing and able to travel, dedicated, and work well in a team,
- You have the drive, confidence and persistence needed for success in the fast-paced Internet and software markets.

Your application:

Please send your application, with your salary expectations and earliest start date, to: application@enisco.de