

Technical Sales Officer

Are you motivated by a career in sales administration AND technology? Then combine these two passions in this varied technical sales office position at PWR and translate the wishes of our customers into high-tech robotic solutions that we can offer.

This will be your job

In a structured and organized way you support and work with our sales and concept teams. You are the first point of contact for the sales department, both for internal and external customers. With your curious and open attitude you are constantly supporting our sales and concept teams to find the best solutions and you move smoothly through all layers of the company. The wishes of our customers are quickly and effectively translated and worked out by the sales and concept team then you will ensure it is ready to be presented to the customer by our sales team. You will produce the sales proposals and gather the technical details and ensure these can be presented in a professional manner that gives the right impression to our customers.

Success is yours by

- Preparing sales quotations with detailed technical descriptions and supporting documentation to clearly communicate PWR's unique offer to the customers;
- Initiating, facilitating, and supervising internal customer product testing and evaluation;
- Supporting the sales managers by understanding and grasping the PWR Pick and Place concepts;
- Taking responsibility for and maintaining customer and contact information and current pipeline requests in our CRM system for specified regions;
- Managing the quality and consistency of all document flows of the sales routes and the associated storage.

Variety and challenge enough!

What we ask of you

- Minimum of 3 years' experience in quoting technical machines and systems alongside an understanding of how the solutions are and calculated;
- Education in (technical) business administration or comparable working experience;
- A commercial mindset, driven to making things possible;
- Knowledge of current software programs (MS Office 365), CRM or ERP systems and their operation; knowledge of SolidWorks drawing packages is a plus;
- Excellent command of the English language. If you speak any other European language, it is a plus;

You will get this from PWR

- Working for a technically advanced, customer centric organization where innovation plays an important role.
- Join #teamPWR; pleasant ambiance, friendly and enthusiastic colleagues with yearly and seasonal activities
- A fulltime job position (40 hours/week) with flexible working times (07.00 am – 18.00 pm) and of course a matching salary and secondary employment conditions (25 vacation days and 13 ADV)
- Focus on personal vitality (budget for sports), development and education



Convinced we will be a good match

Now it is up to you! If you want to know more, please contact Jan-Willem Tent, Recruiter A.I. If you want to apply directly, send an e-mail with a short motivation and CV to recruitment@pwrpack.com. See you soon!

About us

PWR is the specialist for custom-made automated robotic packaging solutions in the Food industry. We are specialized in high speed packaging of products with Delta robots. Our products are premium technical solutions of which we master the technology which we constantly develop.

We understand our customers' needs by engaging with them throughout the entire process. With the most up to date technology we ensure the highest running efficiencies, minimum down time, low cost of ownership and the best price to value ratio in the industry. A good relationship with our customers is a vital part of our company.

PWR is active globally with our head office located in Ede, central in the Netherlands. Check our website for more information www.pwrpack.com

Ps. With this vacancy we like to recruit our new colleague. Acquisition following this job opening is not appreciated.

We treat every application confidential and will handle your details likewise. We will never without permission share your personal details with third parties. We only use your data to process your application and match you with one or more vacancies. We will save your data until 4 weeks after ending the application process. Only with your permission we will save your data until 12 months after ending the procedure. You can contact PWR at any time with a request to remove your data or withdraw your permission.

