

OPEN POSITION – SALES ENGINEER

JOB DESCRIPTION

Following our expansion strategy in Germany, ARQUIMEA is looking for a dedicated, focused and hardworking team player who is committed to overcoming challenges and creating success. Contribute to a rapidly growing team of individuals from different nationalities and backgrounds. Based in Berlin or Frankfurt (Oder), the candidate will:

- Help define and implement the commercial strategy in space and hi-rel (nuclear, automotive, industrial) sectors, focusing on Central and Northern European markets
- Increase revenue and market share with existing and new customers
- Manage the entire sales lifecycle to sell complex technical products/services to customers such as the European Space Agency, the EC and the main European space prime contractors
- Coordinate alignment between product roadmaps of key customers and ARQUIMEA. Provide up-to-date customer, competition and market feedback
- Identify partners and prepare complex technical proposals for R&D projects
- Negotiate tenders and contract terms. Negotiate and close sales by agreeing terms and conditions
- Meet regular sales targets
- Support marketing by attending trade shows, conferences and other marketing events
- Make technical presentations and demonstrate how our products will meet client needs

Requirements

- BS/MS or PhD in Electronics or Mechanisms
- Solid technical background with understanding and/or hands-on experience in electronics, microelectronics and/or mechanisms
- Proven work experience (at least 3 years) selling complex technical solutions, preferably in the Space or similar B2B industries
- Well-organized, taking ownership and prioritizing work. Ability to take decisions with limited supervision, even when no obvious process is established
- Ability to forge strong, long-lasting relationships with partners and customers
- Ability to creatively explain and present complex concepts in an easy to understand manner
- Excellent written and verbal communication skills
- Excellent presentation and creativity skills
- Willingness to travel
- Proficient in German and English. Spanish is a plus
- The candidate must be eligible to work in the EU

ABOUT ARQUIMEA

ARQUIMEA is an engineering company founded in 2005, with Headquarters in Madrid (Spain) and a subsidiary in Germany specialized in design, development and commercialization of systems and components qualified for space and hi-rel applications, including actuators and mechanisms, electronic systems and integrated circuits. ARQUIMEA relies on an intensive R&D activity to produce the most innovative products and technologies that are commercialized worldwide.

ARQUIMEA GROUP (www.arquimeagroup.com) is a multinational Holding Corporation with Headquarters in Madrid (Spain) formed by different companies sharing the same passion for technology. Our mission is to deliver useful technology everywhere. At ARQUIMEA GROUP, we think big, do the job and enjoy life.

ARQUIMEA DEUTSCHLAND GmbH

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