



Founded in 1969 as SEG in Krefeld, Germany - grown under Woodward for more than 10 years - ConverterTec is a global specialist in electric power conversion. Since 1995, first variable-speed Concycle® generators and power conversion technology is being used in marine applications, Uninterruptible Power Supply as well as in upcoming wind and solar/PV applications.

As of today we are looking to a legacy of more than 23,000 converter systems in on- and offshore applications, shipped to 47 different countries worldwide, which correspond to more than 45GW.

Our R&D centers in Kempen, Krakow and Sofia as well as our global service hubs support our global customer base on all continents.

At the earliest possible date we are looking for a Technical sales representative with development prospects as Head of Sales(M/F/D)

Your Tasks:

- You will identify, develop and maintain strategic customer relationships in the field of electronic energy generation (renewable energies).
- You will proactively and independently acquire new customer relationships in new business fields (e.g. energy storage systems, hydrogen generation).
- You will be using advanced acquisition methods via social networks and traditional campaigns to identify and qualify leads and generate new sales opportunities.
- You are the contact person and interface to the customer when solving technical, commercial and logistical problems.
- You will identify and develop new strategic business opportunities to achieve growth goals.
- You are responsible for achieving margin and growth targets.
- As the interface between the customer, marketing and development, you coordinate the implementation of new product requirements.
- You report regularly to the sales management.
- They develop pricing strategies and implement them in their markets.
- You are responsible for negotiating and executing framework supply contracts in an international environment.

Your Profil:

- You have successfully completed a degree in electrical engineering.
- You have 3-5 years of professional experience in technical sales.
- You have in-depth industry knowledge in the field of wind, solar or energy storage systems as well as a technical understanding of the corresponding power electronic applications.
- You have a solid understanding of commercial business processes and project management.
- Very good communication skills and a confident demeanor across all functional areas are a matter of course for you.
- Your English is business fluent - other foreign languages are an advantage.
- You act skillfully even in difficult negotiations and have a solid understanding of intercultural peculiarities.
- You will be delighted to inspire customers with our products and to advance the company's goal through new deals.
- You are proactive, motivated and your way of working is solution-oriented.
- In the Future you would like to work in a management position in sales including managerial responsibility

Reinforce our international team and work in a dynamic and interesting technical environment.

With a great deal of innovative spirit and agile development methods, we create control solutions for renewable power generation. With us you have many opportunities to do something meaningful and to work closely with colleagues of other functions. At our location, a family atmosphere awaits you.

We look forward to receiving your application with details of your salary expectations and the earliest possible starting date.

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