

A woman with long dark hair, wearing a white lab coat with the Mikron logo on the sleeve, is focused on adjusting a complex industrial machine. The machine has various pipes, hoses, and mechanical components. The background is a clean, industrial setting.

COME AND JOIN US.

Mikron Machining is the leading supplier of customized, highly productive machining systems for the manufacturing of complex high-precision components made of metal such as turbocharger housings, injection nozzles and ballpoint pen tips. The business line Mikron Tool develops and produces the therefore necessary high-performance cutting tools itself. These are regarded as some of the best in the world and are also used on other manufacturers' machines.

For our Agno site we are looking for an

Area Sales Manager (m/f)

Mikron builds advanced production machines for most demanding customers. In order to sell such hi-tech products, the sales manager is in close contact with the customers and helps finding the ideal solution for both sides. Technical skills, creativity, understanding customer needs and endurance in the solution finding process are key for success.

Your main tasks

- _ Maintaining the existing customer base, generate and develop new customers and applications
- _ Adhere to the budget, targets and goals set for your area which is mainly Asia
- _ Report regularly to senior managements regarding customers, market trends and developments and translate findings into recommended actions for Mikron
- _ Work closely with the Quotation & Project Management Department, as well as Marketing and other departments
- _ Foster and maintain an up-to-date agent network
- _ Actively promote, organize and attend shows and seminars

What we offer

A dynamic and technological work environment, continuous training „on & off the job“, flexible working hours and good social security benefits.

Your profile

- _ Degree in Mechanical engineering or equivalent combined with a commercial education
- _ Experience in the machine industry, preferably in transfer machines
- _ Ample experience (at least 5 years) as a Sales person in industrial companies and in the machine tool industry with a high endurance in handling complex projects
- _ Result-oriented personality with the ability to work independently in an entrepreneurial environment
- _ Good business sense and positive attitude
- _ Excellent communication skills - in particular with technical experts (engineers, technicians) and purchasing people
- _ Excellent sales and negotiation skills
- _ Good planning and organizational skills and ability to work calmly under pressure
- _ Fluent in English, German and Italian. French can be an advantage
- _ Ability / willingness to travel (50%) to selected countries

Are you interested?

If so, do not hesitate to send your complete application (CV, motivation letter, diplomas and certificates). We are looking forward to meeting you. For more information and further job offers, please refer to our website: www.mikron.com/jobs.