

Do you like challenges?

We are currently looking for...

Sales Engineer

1

TKH Vision Italy, part of TKH Vision group, a stock-listed company, is looking for a new Sales Engineer to support the commercialization of cameras, smart cameras, PC solutions and software applications to high-demanding OEMs and system integrators.

All our products are fully developed by our sister companies, our group is formed by more than 700 employees completely focused on machine vision products. We offer an international and stimulating working environment for young & dynamic people.

5

You need to be

Strongly motivated and poised with initiative in order to grow our business. Eager to promote new products and

technology to our sales network and potential customers.

Good negotiation skills with the ability to handle the conversation with both technical and business people.

Willing to travel and work in a professional team.

Experience with Machine Vision solutions is a plus.

English is a must, other foreign languages a plus.

2

Function

As a Sales Engineer, you will be responsible for:

- Developing the assigned territory and increasing the existing customers' portfolio
- Understanding client's technical needs and transferring them to Field Application Engineering dpt, where our team will develop specific solutions
- Closing deals, handling technical and product conversations at multiple levels: starting from the technical hands-on aspects, all the way up to executives' level
- As part of the sales team, you will report directly to the Sales Director, working daily with professional services, product management, and marketing
- TKH Vision Italy adopts a "smart working" policy but traveling within the Italian territory is required

Join our Team!

Interested?

Contact: info@tkhvision-italy.com

4

Profile

For this position we are looking for someone with a technical degree with at least four years of experience in a similar function.

3

Responsibilities

- Partnering with the sales director to plan, prepare and execute strategic deals in complex negotiations
- Promote our product portfolio
- Achieve the assigned sales budget
- Attend to international and/or local shows and workshops
- Interaction with our sister companies and Field Application Engineer team