https://jobs.ua/job-sales-manager-of-industrial-automation-solutions-3852372

Ваш надійний помічник

Sales manager of industrial automation solutions

Київ, 11 лютого

Компанія: Elmark Automatyka S.A. (https://jobs.ua/company/id/1642010) (Всі вакансії)

Рубрики: Торгівля, продажі, закупівлі, Виробництво, Робота за кордоном

Побажання до співробітника

Освіта:	незакінчена вища
Досвід роботи:	обов'язковий
Графік роботи:	повний робочий день

Опис вакансії

Sales manager of industrial automation solutions

The Sales Engineer will be responsible for developing new business opportunities, maintaining relationships with existing customers, promoting Elmark's products and solutions, as well as building and strengthening the company's position in the Ukrainian market. This role combines technical expertise with sales and relationship-building skills.

We are looking for a motivated, development-oriented person (woman or man), open to new challenges and ready to actively contribute to the development of Elmark's business in Ukraine.

Key Responsibilities

- Searching for and acquiring new customers, maintaining long-term relationships with existing clients
- Building and strengthening Elmark's brand on the Ukrainian market
- Cooperation with customers on technical and commercial projects
- Promotion of products and solutions (customer meetings, seminars, fairs, presentations, technical and marketing materials)
- Preparing commercial offers and proposals
- Technical support for customers (pre-sales and basic after-sales support)
- Regular meetings with customers throughout Ukraine
- Translation of technical and marketing materials and publishing them on the company website
- Periodic visits to Elmark Automatyka SA headquarters in Warsaw, Poland

Requirements

- University degree in Electronics or related fields (Automation, Mechatronics, Telecommunications, IT, Electrical Engineering, etc.)
- Experience in sales, preferably in industrial or technical solutions
- Knowledge of industrial automation solutions, power market
- Familiarity with the Ukrainian industrial automation market
- High level of personal culture and ease in establishing business relationships
- Strong motivation to learn and continuously expand technical knowledge
- Good command of English used in international business and technical communication
- Willingness to travel within Ukraine to visit customers
- Willingness to travel to Poland occasionally for training or company events
- Valid driving license
- Energy, reliability, punctuality, responsibility, and commitment
- Clear professional background and ability to document previous employment

We Offer

- B2B cooperation
- Initial 6-month trial period, with the intention of long-term cooperation if both sides are satisfied
- Cooperation with a stable and dynamically developing international company
- Performance-based remuneration, directly linked to results and quality of work
- Technical support, training, and access to a strong product portfolio from leading global manufacturers

All interested persons are kindly requested to send their CV, preferably with a detailed description of education and professional experience.
Please include in your application:

- a short description of your professional background and current place of residence
- contact details of at least two professional references
- links to professional social media profiles (eg LinkedIn), if available

Контактна інформація

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