Sales Engineer Water (AI) Germany (m/w)
Job No. 2880768, Germany

About us
GE Water & Process Technologies, a unit of General Electric Company, is an industry leader in solving the world’s most pressing water reuse, industrial, irrigation, municipal, and drinking water needs. Through desalination, advanced membrane, separation solutions, and water reuse and wastewater management and process technologies, GE delivers added value to its customers. GE provides value by improving performance and product quality, reducing operating costs, and extending equipment life through a broad range of products and services that are designed to optimize total performance; protect customers’ assets; prevent fouling and scaling; and safeguard the environment through water conservation and energy reduction.

Responsibilities
• Direct selling of Sievers instruments in Western or Southern part of Germany
• Meet or exceed revenue targets in the assigned territories with the goal of growing the business year to year
• Attend & Organize exhibitions/in house seminars/workshops/Pharma & Industrial Organizations
• Ability to demonstrate and present all Analytical Instrument Group products
• Organize sales appointments using the existing database or cold calling and prospecting
• Keep customer database up to date
• Understand and manage the sales funnel to meet short- and long-term sales objectives, including preparation of quotations and proposals
• Provide company with accurate and timely forecasts and metrics for the appropriate territories and product lines utilizing Pivotal
• Built relationships with Engineering companies

Qualifications
• Ideally have a technical background in Chemistry /Chemical Engineering / Biotechnology
• Good knowledge of process and/or laboratory instrumentation
• Professional experience: proven working experience in sales preferably with analytical instrumentation
• A successful track record selling into the Pharmaceutical Industry would be an advantage
• Working experience or knowledge of both Instrument validation and cleaning validation would be an advantage
• At least some years direct selling experience with proven track record
• Demonstrate ability to work with QC & Plant Manager level customers
• Be flexible, self-motivated, enthusiastic with a hands on approach
• Possess good communication skills and ability to speak in front of audiences
• Languages : German and English is a must. French or any other languages is a pro
• Excellent phone skills/Excellent writing skills

We look forward to receiving your online application!

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