

Field Sales Manager (m/f/d)

Our products are authentic Bavarian originals. Since 1988, we have been developing and manufacturing custom and standardized industrial computer assemblies and systems. From the initial idea to the finished product ready for shipment, we handle everything at our facility in Weichs, north of Munich. Shape the future with us!

We are looking to expand our team as soon as possible by hiring a Field Sales Manager (m/f/d) with the option to work remotely or from home.

Your Role:

- Acquiring new customers and building long-term customer relationships (primarily in the DACH region and other EU countries)
- Advising customers on our embedded computing solutions, industrial PCs, and customized systems
- Identifying technical requirements, developing tailored solutions, and preparing customized quotes
- Conducting negotiations through to closing deals and working closely with engineering, product management, and internal sales
- Attending trade shows, events, and customer meetings
- Consistently maintaining the sales pipeline, forecasts, and customer data in our CRM

Your Profile:

- A degree in technical studies or technical training
- Several years of experience in technical B2B sales / field sales, strong negotiation skills, and a solid technical understanding
- Experience in acquiring new customers and building long-term customer relationships
- Experience working with CRM systems and digital sales tools
- Willingness to travel (approx. 30–40%) within your sales region and throughout Europe as needed
- Market knowledge in the field of embedded computing, industrial PCs, or automation is a plus
- Independent, structured, and results-oriented work style
- Proficiency in MS Office, particularly Outlook, Excel, Word, and PowerPoint
- Excellent written and spoken German and English; additional languages are a plus

What we offer:

- Flexible work schedules
- Remote work / working from home
- Vacation pay
- Company pension plan
- Daycare subsidy
- Corporate benefits with attractive offers from leading brands

Interested? We look forward to receiving your application!
Please send us your application, including your salary expectations and your earliest possible start date, exclusively as a PDF file (max. 8 MB) via email to karriere@eepd.de.
Applications sent by mail will be destroyed in accoridance with data protection regulations in the event of a rejection.

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