

Head of technical sales (m/f/d)

FORTech Software is a quality-conscious software service provider with more than 30 years of development experience. Our customers are mainly from the automation industry, automotive industry and medical technology. We support them in all phases of the development and maintenance of complex industrial measurement and image processing systems. We develop customised software for industrial applications with a focus on embedded systems and system-related software.

We are now looking for an **experienced Technical Sales Manager (m/f/d)** who is not slowed down by the new ideas of New Work and Work Life Balance and loves to get started in a dynamic environment with full energy and commitment.

Your tasks:

- You lead a team of 10 employees
- Independent acquisition of new customers
- Continuous support and further development of existing customers
- Strengthening customer loyalty
- Product and company presentation to interested parties and customers - independently or in a team with a technician
- Preparation and follow-up of quotations
- Maintenance of the database
- Creation of customer analyses to determine potential and requirements
- Creation of customer-specific product specifications

Your strengths:

- Technical and commercial training, industrial engineer in electrical engineering or mechanical engineering or comparable
- Experience in managing personnel
- Experience in sales and technical interest
- Strong communication skills and enjoy selling
- Industry knowledge or experience with embedded systems and system-related software
- Independent working style and future-oriented thinking
- Fluent written and spoken communication skills
- Willingness to travel, driving licence class 3/B
- High self-motivation, ability to work in a team, flexibility and resilience
- Good knowledge of English

You can look forward to:

- Thorough induction training from our experienced team
- Challenging and varied tasks
- Flat hierarchies and short decision-making processes
- Flexible working hours through flexitime and mobile working

Are you undeterred by intensive work phases and a challenging environment? Do you impress with your passion and commitment? Then you are in good hands with us.