



A Career with COPA-DATA

COPA-DATA is an innovation leader in the industrial automation sector. Forward thinking in our solutions, open-minded, active worldwide. As a dynamic, successful corporation, we are continually growing and expanding our team. We're looking to fill the position of:

Junior Technical Sales Manager (f/m/d)

International Sales - COPA-DATA Headquarters

Key Responsibilities:

You are supporting the expansion and further development of the sales organization (own subsidiaries and distributors) as well as the sales areas within focus industries and you are representing COPA-DATA internationally. The focus lies in the following tasks:

- ▶ Support of the international sales force for targeted acquisition of new customers and development of sustainable business relationships
- ▶ Preparing offers and contracts for projects in collaboration with Key Account and Industry Management team
- ▶ Technical contact person for our international sales representatives
- ▶ Execution of customer presentations and negotiations

Requirements:

- ▶ Completed higher technical or commercial education (e.g. technical college, HTL, FH or university)
- ▶ Experience in technical sales OR motivation for a career change
- ▶ Advantageous: Experience in mechanical engineering, plant construction or automation
- ▶ Hands-on mentality & sales-oriented mindset
- ▶ Ability to work in a team, strong communication and negotiation skills
- ▶ Willingness to travel internationally
- ▶ Very good English level

What you can expect:

You work in a family-owned company with over 35 years' experience in the software development industry. Flexible working hours and partly home-office allow you the optimum possibility to combine work and free time. A friendly workplace and a high level of appreciation ensure a productive environment. Flat hierarchies allow for short decision-making routes.

You are part of an internationally oriented team that is responsible for the managing and further development of COPA-DATA's global sales network. Internal communication is strengthened through regular team events. In-house



Besuche uns:



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training courses provide you with the required knowledge about zenon. In addition, there is the opportunity for extensive further learning on current topics and an own company pension scheme.

Are you interested in providing an essential contribution to our success? Then contact Martin Binder now at jobs@copadata.com.

The minimum classification for this position is ST1/entry level or standard level according to the IT collective agreement. The final gross salary is in line with the market and is based on your education, qualifications and experience.



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