

We are looking for a Sales Engineer/Technical Sales Representative (m/f/d)

dopa GmbH is an innovative, internationally operating company based in Berlin, specializing in tool and process development for the precision optics, semiconductor and automotive industries.

Join our team!

YOUR PROFIL:

- Degree in a technical field, preferably Industrial Engineering, Mechanical
- Engineering or Materials Engineering
- Basic knowledge of business administration and contract law
- Sound knowledge of machining and manufacturing processes
- Several years of experience in international sales of technical products
- Fluent in German and English
- Proficient in MS Office and SAP
- Willingness to travel (approx. 40–50%)
- Independent, proactive and customer-focused approach to work
- Ability to perform well under pressure

WHAT WE OFFER:

- Flexible working hours and flexitime based on a 38-hour week
- Permanent employment contract with attractive compensation
- 28 days of annual leave plus additional flexitime days
- Cafeteria with rooftop terrace, subsidized lunches and complimentary beverages
- Modern, clean working environment
- Open and welcoming company culture
- Attractive professional development and training opportunities
- Company mobile phone and company car



YOUR RESPONSIBILITIES:

- Acquire new customers in Germany and international markets
- Generate new business in existing and emerging market segments
- Maintain and further develop existing customer relationships
- Clarify technical and commercial requirements with customers
- Conduct contract negotiations
- Support the development of new markets as part of our business development activities
- Prepare market analyses and identify, evaluate and document customer requirements
- Work closely with our Product Management team
- Represent the company at trade fairs and industry events
- Travel to customers in Germany and abroad and conduct online customer meetings as appropriate

Looking for a new and varied challenge and the opportunity to work in an open-minded, creative team? Then join us and take the next step in your career. We look forward to receiving your application, including relevant references and certificates, as well as your earliest possible starting date.

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