

Inside Sales Engineer – Proposal Management (m/f/d)

**We're hiring at our headquarters in
Böblingen!**



Your New Career

Are you looking to work in an exciting environment with high tech sensing solutions? Would you like to join a young and dynamic team, gain international business experience and take your next career step?

Your Responsibilities

- As part of our sales team, you are responsible for handling sales-related requests received through our Regional Sales / Business Development Managers and external sources.
- You are responsible for producing technical and commercial proposals and providing pre-sales support during the bidding phase.
- Part of the related activities is the follow-up on proposals as appropriate, providing customer support relative to the prospect (bid qualifications, support literature and required documents), updating data in our MS CRM system and assisting the regional sales team.
- You also have the responsibility for validating orders received against the proposals as part of an internal handover to the project team.
- You work closely with the project engineering team and the responsible Regional Sales / Business Development Manager, who provide you with technical and commercial guidance.

Your Profile

- You have a technical degree or business degree with a strong technical background.
- 2-3 years of work experience in a similar position is an advantage.
- You have excellent spoken & written English skills and German B1 or better. Other languages are advantageous.
- You have fast comprehension and an eye for detail.
- You are self-motivated, committed, communicative, assertive, have good writing skills and a good understanding of electro-technical solutions.

Our Company

AP Sensing is a fast growing, global provider of fiber optic-based sensor technology. Our solutions can be found in offshore wind parks, Singapore's metro systems, the Eurotunnel and in many other important infrastructures around the world. We combine a 35-year Hewlett-Packard (HP) heritage with the spirit and enthusiasm of a start up. Become an empowered employee and join our team of passionate, innovative people.

Our Offer

- Challenging, versatile and influential work based on state-of-the-art technology
- A climate of openness, trust and respect, following the "HP Way"
- Motivating, friendly environment in an international team
- Competitive compensation and benefits, flexible working hours
- Personal development and career paths, and a profit-sharing plan



**Are you ready to play a BIG role in a small team
instead of a SMALL role in a big team?**

Then you are spot-on with us...

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