



PLATIT AG is a Swiss SME, active world-wide as a leading manufacturer of thin-film hard-coating equipment for tooling and tribological components. At our HQ in Selzach we develop innovative PVD/PE-CVD technology and high-tech coatings for tomorrow's applications. PLATIT is part of the international BCI Blösch Group with around 380 employees worldwide, who is a technology leader in several global markets.

To push our sales in the region of Europe, we are looking for a person supporting us in

Equipment Sales Europe (w/m/d)

Your responsibilities & tasks:

- Sell PVD Coating Equipment by prospecting new leads and identifying their requirements
- Prepare quotations, negotiate and prepare sales contracts
- Actively manage sales agents to ensure a local high quality support for our customers
- International travels, meet customers and participate in events such as trade shows or industry events
- Actively push sales of new products by translating technical product features into customer benefits in collaboration with R&D, Business Development and Marketing

Your qualification:

- Degree in technical or commercial field, preferably in engineering
- Prior work experience in machine tool, PVD or vacuum industry
- Several years of relevant work experience in sales in one of the above mentioned industries
- Excellent communication skills in both written and spoken English
- Excellent skills in adapting to different cultures and types of decision makers combined with a highly motivated and self-driven personality with mentality to open new markets and to find new customers
- Willingness to travel internationally (30-40%)

Your benefits:

- Company culture with extensive freedom to execute individual ideas and projects
- Encouragement and support for further education
- Attractive employment conditions, very good social security, and pension fund benefits
- Interdisciplinary cooperation between global organizations and team
- Attractive workspace, good connection to public transport and free parking

If you are interested in this position, please send your complete CV via email with the reference **"Equipment Sales Europe"** to: n.harzer@platit.com addressed to our Chief Marketing Officer Mr. Niklas Harzer.

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