



## Field Sales Representative (m/f/d) Cyprus Branch

VELOMAT Messelektronik GmbH, based in Kamenz, Germany, is a medium-sized company. For over 35 years, we have been the go-to partner for specialist enquiries relating to measurement electronics and sensor technology. We supply national and international customers and also offer bespoke solutions, which we can realise through our in-house development and manufacturing, from prototyping right through to series production. In January 2024, we opened a new sales office in Cyprus and are now looking for dedicated sales staff to join us there.

### Your responsibilities

- Active business development and sales in various target sectors, such as crane and lifting technology, medical technology and transport technology
- Identifying and securing new business opportunities, as well as sustainably developing existing customer relationships
- Delivering sales presentations, product demonstrations and providing technical advice
- Preparing and negotiating quotations, cost estimates and contracts
- Developing and implementing sales strategies to achieve revenue and sales targets
- Acting as the main point of contact for customers regarding technical queries about sensors and measurement solutions
- Supporting and monitoring customer projects through to successful implementation
- Working closely with internal teams to adapt product solutions and pass on market and customer feedback
- Conducting market and competitive analyses, and providing support for marketing and trade fair activities
- Regular reporting, maintaining ERP data and preparing sales forecasts



# Job Advertisement



## Your profile

- Degree in Electrical Engineering, Electronics, Mechatronics, Physics or a related technical field (preferred).
- 2–5+ years' sales experience in the fields of electronics, sensor technology, industrial components or technical B2B markets.
- In-depth knowledge of electronic systems, sensor technologies and industrial applications.
- Excellent communication, negotiation and presentation skills.
- Willingness to travel to customer sites, industry events and trade fairs.
- Ability to work independently, in an organised manner and with a high degree of personal responsibility.
- Very good English is essential; knowledge of Greek is an advantage.
- Willingness to travel to meet customers at various locations.

## Your benefits

- Permanent contract
- Competitive salary
- Interesting challenges and varied work
- Opportunities for professional and personal development

Apply now and join our team!

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