

# **SALESMAN / TECHNICAL SALES ENGINEER**

## **Do you enjoy being on the cutting edge of CNC technology?**

Our thought leaders have been on top of the CNC sales trend from the beginning, and we continue to be in the forefront of industry developments.

TEXIMP delivers the next generation of Computer Numerical Control solutions, to our worldwide clientele.

We have a focus on innovation and best client service and are looking for people to help us create it.

TEXIMP is expanding its technical sales team and has 1 position for:

## **SALESMAN / TECHNICAL SALES ENGINEER FOR THE SALE OF CNC MACHINE TOOLS; TURNING & MILLING**

**Job type:** Full time position

**Job category:** Salesman

**Job role:** Supporting local Sales team

**Salary:** From 1800 EUR / month

**Languages required:** Slovak and English

**Specify operation area:** Eastern part of Slovakia

### **Key requirements:**

- Completed education and knowledge about CNC technologies in the field of TURNING and MILLING
- At least 6 months experience in technical pre-sales and/or after-sales
- Full and clean driving licence

### **Preferred knowledge and experience:**

- Technical education
- General know-how with computer, tablets, mobile device
- Experience in Microsoft Office (Word, Excel) and Microsoft Outlook (Email, Contacts)

**Key Responsibilities:**

- Responsible for the sales of CNC machine tools, turning and milling from Haas Automation to achieve successful customer engagements
- Deliver comprehensive and compelling presentations and demonstrations when required
- Interface with sales team members, customers, prospects, and reseller partners on an as-needed and email to progress opportunities.
- Develop long-term relationships with clients, through managing and interpreting their requirements
- Keep detailed and accurate notes of all sales related activities
- Preparing reports for head office and keeping customer records
- Meeting regular sales targets and coordinating sales projects

**Key Attributes:**

- Commitment to stay current with CNC products and technologies, competitive products and industry trends
- Self-driven, results-orientated with a positive outlook and a clear focus on high quality and business profit
- An ability to understand business problems, position and articulate a vision with a corresponding solution to improve customer's business processes and performance
- Ability to support our marketing activities by attending trade shows, conferences and other marketing events
- Ability to lead technical customer engagements via the phone and email

**TEXIMP will provide you with:**

- Well-founded product and sales training
- Career opportunities
- Independent planning and work
- Modern work surroundings – IT equipment, company car, mobile phone

Please send your full Curriculum Vitae (Attached with Photo);  
stating your Current / Expected Salary & Date of Availability to: [jobs@teximp.com](mailto:jobs@teximp.com)