

Smart Industrial Connectivity: Electrification, automation, digitalization, electrical connection technology, electromobility, and renewable energies are the markets where Weidmüller excels.

As experienced specialists, we offer customers and partners worldwide products, solutions and services in the industrial environment of energy, signals and data. We are shaping the technological challenges of tomorrow and are constantly developing innovative, sustainable and useful solutions for the individual needs of our customers. Together, we set the standards in the field of industrial connectivity.

Your Role as Automation Sales Engineer

As an Automation Sales Engineer you will support the Field Sales team from a deep technical perspective in front of customers regarding Automation Products and Solutions, realizing customer visits and presentations.

He / she is managing technical and commercial aspects at customers, targeting maximum profitable sales (direct and indirect/distribution), assures application development and after-sales service, customer satisfaction and increased market shares with respect to Weidmüller internal rules and procedures. This will include any task related to trainings, application development and integration together with detecting new product solutions and opportunities.

Key Responsibilities

Relationship Management and Demand Creation

- Relationship Management with new and existing customer – select and introduce new products and services considering customer needs, stay in permanent direct contact with customers to ensure ongoing support, etc.;
- Promote Weidmüller, the technologies and the product portfolio at customers;
- Detect new opportunities and raise new projects;
- Coordinate with internal disciplines to serve on time in terms of quotations, quality complaints, technical information;

- Engage and drive the Weidmüller organization to support and respond in timeframe & the quality level that the customer expects;
- Conscientious follow up on open issues and opportunities.

Strategic Business Planning,

- Analyse the existing business environment in the respective sales territory and industry;
- Create a growth strategy and feed into the organization;
- Gain, correctly interpret and apply to all kind of research results (markets, competition, technologies, market trends);
- Create and apply to account plans for existing and potential customers;
- Plan the budget, set up and follow up on business results.

Other Duties:

- Prepare and discuss offers and contract frameworks;
- Prepare, lead price and contract negotiations at customer;
- Internal follow up on open items such as quality, logistics or pricing aspects;
- Follow up on financial matters such as cash flow payments, and credit concessions;
- Follow up on running opportunities/projects;
- Internal reporting of projects and other business activities;
- Periodically sales forecasts.

Key Qualifications & Experiences/Expertise:

- Must have bachelor's degree in the industrial sales environment (Electrical, Electronic, Automation, Engineering, etc.) with proven commercial track record;
- Minimum two years professional level experience;
- Overall understanding of an Automation architecture;
- Knowledge of PLC programming (iec61131-3 desirable, Codesys) is an advantage;

- Knowledge of HMI or visualization software is an advantage;
- Networking and fieldbuses (Profinet, EtherCAT, Modbus, OPC UA etc...);
- Any other automation knowledge will be a plus: motion (drives, frequency inverters), SCADA systems, etc...;
- Industrial ethernet networks at LAN / WAN levels;
- Understanding of cloud architectures & IoT;
- Needs a professional level of business acumen and good commercial understanding;
- Should have had previous experience in account planning and project management;
- Needs a good understanding of technical complexes.

Key Skills & Abilities:

- Strong interpersonal and influencing skills and the ability to build strong, credible relationships with multiple organization functions (inside and outside of WM);
- Strong project management skills;
- Strong selling and negotiation skills;
- Clear, strategic thinker with the ability to execute on priorities.

Others:

- Demonstrated behaviours and values above standards;
- High level of written and verbal communication;
- Flexibility in working days and travelling (> 70%);
- Car driving licence, cat. B;
- Very good command of English language. Any additional market language is an advantage;
- Fully acquainted with the computer and common software.



What we offer

- Professional development: you will be part of an international team committed to support you to learn new skills and shape a career path that fits you, with access to various learning platforms;
- Onboarding & Integration: we ensure a smooth and efficient integration through a structured onboarding program, complemented by the ongoing support of a collaborative team;
- We prioritize your well-being: therefore we're granting access to high-quality healthcare services through our comprehensive private medical insurance;
- Gifts for Special Occasions: Easter Holidays, Winter Holidays, 8th of March for our ladies colleagues;
- Flexibility: we support a healthy work-life balance by offering flexible arrangements tailored to your role and responsibilities;
- Bonuses: performance bonuses as a reward of your achievements and referral bonuses as a thank you for helping our team growth.

Meet us here: <https://www.weidmueller.ro/ro/index.jsp>