

# WE ARE **HIRING**

## Sales and Applications Engineer

**Location: Cebu, Philippines**

Our dynamic family company KAESER KOMPRESSOREN is one of the world's leading providers of quality compressors and compressed air technology products. We employ approximately 7000 people worldwide and are represented in over 140 countries by our own sales and service network, as well as by our exclusive partners.

**We are looking for a talented, highly motivated and customer-focused Sales and Applications Engineer to join our company.**

### **Job description:**

- ✓ Prospecting for clients and gather sales leads
- ✓ Understand technical requirements and analyze needs of clients through visits, online meetings, calls and other communication channels
- ✓ Carry out presentations of solutions to clients
- ✓ Acquire, expand and develop key accounts and business opportunities within assigned area
- ✓ Establish and maintain strong relationships with clients
- ✓ Plan, organize and conduct marketing activities in assigned territory
- ✓ Achieve agreed sales target
- ✓ Provide technical assistance to customers and other departments
- ✓ Monitor the progression of projects through inspection and site visits
- ✓ Corresponds to headquarters for technical concerns and other related matter

### **Qualifications:**

- ✓ Bachelor's Degree in Mechanical Engineering, Chemical, Electrical, Industrial or any related Engineering field
- ✓ With experience in sales of industrial equipment and/or technical products
- ✓ Proven ability to reach targets
- ✓ Assertive and task-oriented with strong presentation, interpersonal and writing skills in English
- ✓ Self-motivated team player with a tactical and strategic mindset, and the ability to work independently
- ✓ Experience in Instrumentation, Controls and/or Communication Protocols is an advantage
- ✓ Ability to drive manual transmission vehicle with valid driver's license is a must
- ✓ Resident of Cebu City, Mandaue City or nearby areas

**Have we sparked your interest? Then we look forward to receiving your application!**

Please send your application to: [hr.philippines@kaeser.com](mailto:hr.philippines@kaeser.com) or use our **online application form on [ph.kaeser.com](http://ph.kaeser.com)**.

#### **KAESER KOMPRESSOREN PHILIPPINES, INC.**

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