

# Sales Engineer – Proposal Management (m/f/d)

We're hiring at our headquarters in  
Böblingen!



## Your New Career

Are you looking to work in an exciting environment with high tech sensing solutions? Would you like to join a young and dynamic team, gain international business experience and take your next career step?

## Your Responsibilities

- As part of our sales team, you are responsible for handling sales-related requests received through our Regional Sales / Business Development Managers and external sources.
- You are responsible for producing technical and commercial proposals and providing customer support during the pre-contract period.
- Part of the related activities is the follow-up on proposals as appropriate, providing customer support relative to the prospect (bid qualifications, support literature and required documents), updating data in our MS CRM system and assisting the regional sales team.
- You also have the responsibility for validating orders received against the proposals as part of an internal handover to the project team.
- You work closely with the project engineering team and the responsible Regional Sales / Business Development Manager, who provide you with technical and commercial guidance.

## Your Profile

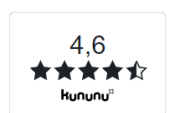
- You have a technical degree or business degree with a strong technical background.
- 2-3 years of work experience in a similar position, preferably in the engineering & contracting industry.
- You have excellent spoken & written English skills and German B1 or better. Other languages are advantageous.
- You have fast comprehension and an eye for detail.
- You are self-motivated, committed, communicative, assertive, have good writing skills and a good understanding of electro-technical solutions.

## Our Company

AP Sensing is a fast growing, global provider of fiber optic-based sensor technology. Our solutions can be found in offshore wind parks, Singapore's metro systems, the Eurotunnel and in many other important infrastructures around the world. We combine a 35-year Hewlett-Packard (HP) heritage with the spirit and enthusiasm of a start up. Become an empowered employee and join our team of passionate, innovative people.

## Our Offer

- Challenging, versatile and influential work based on state-of-the-art technology
- A climate of openness, trust and respect, following the "HP Way"
- Motivating, friendly environment in an international team
- Competitive compensation and benefits, flexible working hours
- Personal development and career paths, and a profit-sharing plan



**Are you ready to play a BIG role in a small team instead of a SMALL role in a big team?**

**Then you are spot-on with us...**

[hr@apsensing.com](mailto:hr@apsensing.com)

Contact Person: Daniel Gerwig

**AP Sensing GmbH**

Herrenberger Str. 130

71034 Böblingen

Tel +49 7031 309 6610

[www.apsensing.com](http://www.apsensing.com)