AKW Apparate + Verfahren GmbH, is a medium-size engineering, process design and equipment supply company, in private ownership.
As a recognized, internationally oriented specialist in process engineering, equipment and plant design, we offer our customers unique and customer oriented solutions for more than fifty years.
We develop and implement processes and plants with focus in wet-chemical treatment of ores and minerals, with applications ranging from the chemical industry to environmental protection and recycling technique.
The commitment of our employees, an established Know-How, a high motivation and a constantly high standard in quality and service are the principles of our success.

Because of growth in certain international markets, we are seeking experienced and qualified employees for our head office in Hirschau, **Northern Bavaria, Germany**, an m/f

Technical Sales Engineer

You are responsible for the support and advice of local and international leads and customers, in defining and offering the most appropriate solution to their challenge, in the fields of **ore, minerals and environmental applications**.

The responsibilities includes:

- Market research and competitive watch
- Support of the representatives in chosen regions
- Acquisition of the exact customer needs, description and documentation
- Delegation of test treatments in the own pilot plant and analysis of the results
- Development of flow sheet in close cooperation with the technical departments, answering to the customer needs
- Calculation and preparation of quotations, in close cooperation with the technical departments
- Contract negotiations and contract conclusions with the customers
- Transfer of the projects to the technical department and support until final acceptance
- After Sales support of the customers in coordination with the spare part & service team

The requirements:

For this position, we are seeking for engineer background candidates with profound knowledge and, if possible, several years of work experience. With your study in engineering **(environmental engineering, process technology, mining or mechanical engineering),** you gathered a profound knowledge in the field of process technology and ideally already have had a **work experience** in technical sales, the planning or the commissioning of mechanical process technological plants in the fields of raw materials, building materials, chemistry or environmental technology.
A good command of the English language and the willingness to travel internationally are indispensable, and basic skills in CAD software are advantageous. By his nature, this function requires strong interpersonal and communication skills, proactive attitude, appetite for interactions on site with leads and customers, competence to solve technical problems, and a self-assured, confident manner.

If you are interested in a job opportunity offering independence, challenging and versatile tasks according to your experience and inclinations, as well as a high degree of responsibility in an internationally operating medium-sized company, we look forward to hearing from you.
Applications from experienced sales engineers as well as dedicated graduates are welcome.

You can contact Dr. Haller, from Günter Stahl GmbH, for any further questions. Please send him your complete application including your desired salary and earliest entry date via the online job portal for specialist and executive staff www.pubstahl.de/stellenportal with the code 113522 or via e-mail to personal@akwauv.com.