



SALES & PROJECT ENGINEER (DACH) / SALES DESIGNER (FULL TIME, REMOTE) (M / F)

Company

FRABA is a group of enterprises focused on providing advanced products for the motion control and industrial automation market. With subsidiaries in Heerlen/ The Netherlands, Aachen and Cologne/ Germany, Slubice/ Poland, Hamilton NJ/ USA, Singapore, Shanghai and India. FRABA is offering global support to its customers worldwide.

Competence

It is our philosophy to offer a challenging yet rewarding work environment for every employee of our team. Total information, dynamic development, competence, and fair sharing are our values. Initiative, ideas, knowledge, energy, and risk taking are our drivers and everybody who has them has the right to make decisions. At FRABA, leadership is not depending on education or hierarchy, but on knowledge and performance of each individual.

As a **Sales & Project Engineer** you will become part of our global team. Your field of responsibility will be:

Responsibility

- Manage and grow sales of POSITAL products in Germany, Austria, Switzerland (DACH)
- Identify and develop new business opportunities and prospective customers
- Maintain strong relationships with OEMs, system integrators, and distributors
- Supervise, control and actively support ongoing sales and customer projects from the initial inquiry to delivery
- Monitor projects progress, ensure proper technical and commercial follow-up and coordinate actions between customers, distributors and internal teams.
- Provide technical consulting and support to customers to select the best solutions
- Prepare and deliver product presentations and demonstrations
- Support and train distributors and partners
- Participate in industry exhibitions and customer events
- Report on customer visits, projects, and market trends

If you have the initiative, knowledge, information, energy, and courage to make a decision, we urge you to do so. At FRABA everybody has the chance to become a leader. It is up to you to take your chance.

Requirements

It is our philosophy to hire talented individuals who are willing to learn and develop their skills, not specialized know-how. As an applicant you should fit into the following profile:

- Bachelor's or master's degree in electrical, mechanical, industrial, or automation engineering (or similar)
- **At least 3 years of experience in sales** of technical products or industrial automation solutions
- Strong communication and negotiation skills
- Ability to work independently and within an international team
- **Fluent German (native or near native) and fluent English**

- Driving license and willingness to travel within DACH region (10%-20% of the working time)

Further Information

The Sales & Project Engineer will work closely with distributors and customers in DACH region as well as the international POSITAL team located in Europe, America and Asia.

Please add the following clause to your application:

I consent to the processing of my personal data for the purposes of recruitment (in accordance with Article 6, paragraph 1, letter a of Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation).

Please submit your application to the following email address: recruiting@fraba.com. Please include your CV and supporting documents into your application. We look forward to hearing from you!

DISCLAIMER:

In accordance with Article 13, paragraphs 1 and 2 of Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation, hereinafter referred to as "GDPR"), we inform you that:

1. The Administrator of your personal data is FRABA BV with registered the office Jan Campertstraat 9, 6416 SG Heerlen, The Netherlands.
2. In matters related to the protection of personal data, you can contact the Personal Data Protection Officer (DPO) at the e-mail address: dataprotection@fraba.com and at the company's registered office address.
3. Your personal data will be processed for the time necessary to carry out the process, and after its completion as long as the consent to the processing of personal data is not withdrawn, but no longer than for a period of 6 months.
4. You have the right to access the content of your data and the right to rectify, delete, limit processing, the right to transfer data, the right to object, the right to withdraw consent at any time without affecting the lawfulness of processing based on consent before its withdrawal