



OPEN POSITION

Sales Application Engineer

Are you looking for a new challenge with responsibility, do you enjoy sales topics and automotive? Do you want to bring your strong technical expertise to support OEMs and promote our technologies? If yes, our position can be a great fit to you!

We are searching Sales Application Engineer with possible location in Munich, Ingolstadt, or Stuttgart for our plant in Tønder, Denmark, as soon as possible.

The Sales Application Engineer is a key role as the customer liaison. He communicates product knowledge and provides technical assistance to the customer to support the development, maintenance, and service aspects of the customer's application.

The Sales Application Engineer keeps the company close to the customer's needs and current market conditions through customer calls and visits.

Your area of responsibility

- Ensures strong network with the existing and new Customers (automotive industry)
- Establishes and manages customer relationships to ensure early involvement in development projects
- Obtains market information (customers, competitors, suppliers), follows market and competition evolution, identifies and analyses potential customer programs and determining market potentials
- Participates in research projects with the partners (research institutes, suppliers, OEMs)
- Conducts technical presentations and coordinates customer meetings
- Supports the verification of existing products and identifies business opportunities, cultivates and expands further business relationship with customer (technical development and platforms)
- Supports technological monitoring/screening, technology road-mapping; launches new projects ideas
- Provides detailed technical knowledge in negotiations
- Scans the market and monitors new legal requirements based on literature and patent research and contact to customers, suppliers and institutes

Position requirements:

- Technical Bachelor's or Master's degree in Mechanical Engineering, Industrial Engineering, or comparable studies.
- Minimum 2 years customer facing experience in automotive industry is a must. Preferably with OEMs
- Minimum 3 years' experience as engineer in manufacturing company, preferably automotive
- Fluency in English and German, written and spoken
- Good knowledge of CATIA
- Ready to business trips



We are offering:

We offer an attractive position in a strong company with a great degree of freedom and a great opportunity to develop and put your own footprint on the entire company's development.

The position is full-time (37 hours per week) with start-up as soon as possible.

The position will be located around Munich, Ingolstadt, or Stuttgart (remote work) with the regular business trips to the Customer's side and to Tønder.

For more information about this position, you can contact HR Manager Liubov Semenchuk at +45 92 82 04 60. You can also send your CV directly to Liubov.semenchuk@alunited.dk

Please apply as soon as possible. The position will be closed when we have the right candidate.