



To reinforce our sales activities in **France**, with immediate effect we are looking for you as

Key Account Manager (m/f/d)

Finetech is a globally active medium-sized company in the field of special machine construction. Our core business is the development, manufacture and sale of machines for high-precision microassembly and professional SMD assembly repair.

In the development of our products we work closely with customers from different industries such as aerospace, medical and biotechnology, consumer electronics, semiconductor industry, optoelectronics as well as universities and research institutes.

More than 140 employees (m/f/d) work at our headquarters in Berlin. Further subsidiaries are located in Dresden (D), Mesa (USA), Amherst (USA), Shanghai (CN), Ipoh (MY) and Tokyo (JP).

Finetech has been active in the French market for more than 20 years and has an established customer base. In order to meet the specific requirements of our customers even better, we are looking for you - **in a permanent position or as an independent sales partner**.

Your tasks

- Expansion and intensification of existing customer relationships
- Analysis of customer needs in cooperation with sales engineers
- Active search and participation in industry networks, including cooperation with organizations and industry associations
- Processing and follow-up of leads including reporting in the CRM system
- Development of technical solution proposals for specific customer requirements in cooperation with the product specialist at the company headquarters
- Marketing and sales planning and reporting to sales management
- Presentation of Finetech products and solutions at selected trade shows and events, conferences and seminars
- Organization and execution of customer visits at the company headquarters in Berlin
- Supporting the development of marketing and technical documentation in local language, if required
- Organization of local service activities and active support of the service department

Your profile

- Degree in engineering (Polytechnic or Technical University) or career changer
- Professional experience in the field of micro-assembly, bonding technologies or mechanical engineering for backend processes
- Technically skilled sales talent with strong communication skills and professional experience in sales
- Native speaker of French and very good knowledge of written and spoken English, further language skills are advantageous
- Living in France or in the surrounding area
- Willingness to travel within the sales area as well as to company locations
- Strong customer orientation and high self-motivation
- Target- and project-oriented way of working and ability to work under pressure

Your benefits

- A broad range of tasks with a high degree of creative freedom
- Intensive familiarization and regular training at the company headquarters in Berlin
- Intensive support from headquarters/sales support with regard to sales/quotation preparation, application, order realization and service
- Attractive compensation

Have we picqued your interest? Then we look forward to receiving your application **in English or German**.

Please send your application documents **in PDF format, including your salary expectations and the earliest possible starting date** to jobs@finetech.de.

Finetech GmbH & Co. KG | Boxberger Straße 14 | 12681 Berlin | Germany
Human Resources jobs@finetech.de | www.finetech.de