



Sales Engineer (m/f/d) for Italy

Our injection molding simulation software SIGMASOFT[®] is developed, supported, and marketed in Aachen since more than 25 years. It is used for the design and optimization of injection molds and injection molding processes, as well as for the design, shaping, and dimensioning of plastic components. Our customers are found worldwide across various industries and rely on injection molding with plastics, TPEs, elastomers, thermosets, or MIM/CIM. Their company spectrum ranges from raw material producers to equipment manufacturers, processors and mold makers, system suppliers, and OEMs.

We are a growing company and want to strengthen our sales team. For this, we are looking for you:

Your Profile

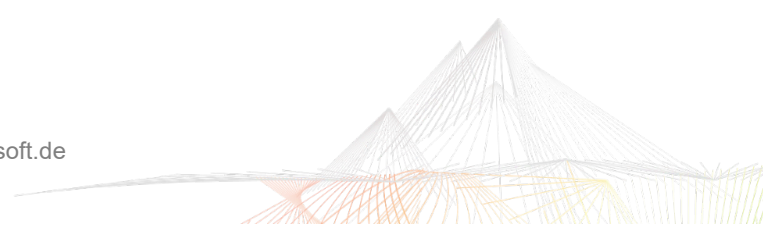
- You have completed a degree in mechanical engineering, plastics engineering, or a similar field.
- You already have experience in B2B sales of complex technical products, ideally in the software/IT environment or in plastics technology.
- An existing network in the plastics and elastomer industry in Italy would be advantageous.
- You are committed, team-oriented, and possess good communication skills.
- You have very good written and spoken Italian skills and good English skills.
- You are proficient in Office programs.
- You are willing to travel extensively.

Your Tasks

- Market development and acquisition.
- Technical consulting and sales of SIGMASOFT[®] in the Italian market.
- Support of existing customers and independent market expansion in Italy.
- Preparation and follow-up of customer-specific offers.
- Conducting contract negotiations up to the closing, as well as carrying out product presentations and trade fairs.
- Development and implementation of a market strategy for Italy.

We Offer

- Independent work from a home office, preferably not far from Northern Italy.
- Freedom for ideas and creativity.
- Diverse and challenging tasks.
- Trainings, workshops, and individual development programs.
- An internationally operating team.
- An attractive salary and additional benefits.
- A company car, also for private use.





Job Opening

Have we sparked your interest? Please send your application documents, including your salary expectations and the earliest possible start date, to:

SIGMA Engineering GmbH
Kackertstrasse 16-18
D-52072 Aachen
z. H. Frau Silke Fagot
s.fagot@sigmasoft.de
+49 (0)241 / 894950

If you have any questions, please feel free to contact us by phone. We look forward to receiving your application.

