



HTI Automation

For more than 20 years, we at HTI have been developing customized solutions for laboratory and production automation for and with our customers. Our engineering services and products contribute significantly to the success of our customers. With the X-TubeProcessor® series, we flexibly combine established technologies and processes such as liquid handling, screwing or labeling in one device. Thanks to high quality standards, innovative solutions and our many years of expertise, we are now a partner for healthcare and diagnostics companies all over the world.

To strengthen our sales team, we are looking for a motivated

Regional Sales Manager (m/f/d)

with a strategic, self-driven approach and a hands-on mentality.

Your tasks:

- Acquire new customers and maintain strong relationships with existing clients
- Advise customers and sell automation systems and customized automation solutions
- Identify market opportunities and develop tailored solution concepts for customers
- Work closely with the engineering team to ensure optimal implementation of customer requirements
- Monitor market trends and identify new business opportunities
- Prepare quotations and conduct contract negotiations
- Visit customers on-site and represent HTI Automation at trade shows and industry events
- Document sales activities in the CRM system

Youre profile:

- Training or degree in the natural sciences or laboratory technology, preferably in the field of life sciences, biotechnology, or a related field
- Theoretical and practical knowledge of business administration is a plus
- Professional experience in technical sales, ideally in the field of automation
- Strategic, independent, and self-driven way of working
- Strong communication, negotiation, and closing skills
- Willingness to travel and excellent English language skill

What we offer you in return:

Your perspective at HTI:

- Exciting projects at the interface of technology, innovation and healthcare
- The opportunity to actively take responsibility and make things happen
- Short decision-making processes and plenty of creative freedom
- A responsible and varied job in a collegial team

General conditions:

- Permanent position with performance-related pay
- A motivating working environment in a family-run, solidly growing company
- Individual training and development opportunities

Equipment & Benefits:

- Modern work equipment
- JobRad offer
- EGYM Wellpass

Catering & extras:

- Free drinks, tea and coffee
- Free lunch at the head office in Ebersberg

Please do not hesitate to contact us for further information.

Contact person:

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