
SALES DEVELOPER ADDITIVE MANUFACTURING (Europe/ Germany)

About GrindoSonic®

GrindoSonic® is a 'high tech' company in Haasrode. Financially healthy and in full expansion. Our organization started out as one of the first 'spin-offs' from Leuven University and gradually became the industry standard for non-destructive testing in Additive Manufacturing (AM), Precision Mechanics and Industrial Applications, based on Impulse Excitation Technique (IET). With more than 2000 installed systems worldwide, GrindoSonic® is the recognised market leader.

We are seeking an experienced **Sales Developer Additive Manufacturing (AM)** for Europe with a focus on Germany to join our team.

About the job

Your major responsibilities

- Expand our AM business in Europe with focus on Germany
- Develop sales strategies to achieve revenue targets for AM
- Build and maintain strong relationships with existing customers and identify new business opportunities
- Take responsibility for sales pipeline development and revenue targets
- Conduct market research and analysis to identify customer needs and market trends
- Participate in industry events, conferences, and trade shows to promote our products and services
- Provide regular sales reports and forecasts to management

About you

- Sales experience in AM, QC, Metrology or related industries in an international context
- Proven track record of achieving sales targets and driving revenue growth in an international context
- Self-motivated, confident, positive, and organized go-getter
- A technical background or affinity with quality control and material engineering

GrindoSonic BV

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BIC/SWIFT BBRUBEBB **IBAN** BE38 3300 3868 5472 **VAT** BE 0876 928 795

- Fluent in German and English. Additional languages are an asset.
- Excellent communication and customer service skills, including the ability to perform under stress
- Willing to travel 30 % of the time in your designated region(s)

If you have additional strengths, we would like to hear about them.

Just as important as knowledge and experience is recognising yourself in the DNA of our company. Reliability, ease of use, state-of-the-art technology and excellent service are the DNA of our company. As Business Developer, you take this thought with you in everything you do.

What's in it for you

- A full-time contract of indefinite duration
- The opportunity to be part of a growing company with a corporate culture where ideas and initiatives are welcome and where the focus is on personal growth.
- Work in an international context from our headquarters in Heverlee (Haasrode Research-Park)
- You will be part of a dedicated team within a dynamic company that highly values team spirit.
- In addition to a competitive salary in line with your experience, we also provide the following extra-legal benefits: company car, meal vouchers; end-of-year bonus; group and hospitalization insurance; commuting allowance and variable remuneration.
- Share options

Interested in joining our team ?

If you are a highly motivated and results-driven sales professional with a passion for additive manufacturing, we want to hear from you. Then send us your CV and cover letter to info@popconsult.be today.

More about us <https://www.grindosonic.com/>

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