

Sales Engineer Test & Measurement / Power Analysis Asia-Pacific (m/w/d)

In our endeavor to continuously set standards as one of the world's leading manufacturers and innovation pioneers in precision power measurement technology, ZES ZIMMER is looking for a dedicated and technically skilled Sales Engineer (m/f/d) for the Asia Pacific region to be based at the company headquarters in Oberursel (Frankfurt Rhine-Main area). This role offers you the unique opportunity to consolidate and expand the positioning of our measurement technology in the Asian market. As our APAC Sales Engineer, you will work closely with our Asian sales partners and support them in making our advanced products and measurement solutions accessible to the relevant customer base. Join our team and play a key role in the international growth of the company and the ZES ZIMMER brand in the industry.

Your tasks in detail:

- You will be the technical contact for both our sales partners and customers in the industrial and research-related markets of the Asia-Pacific region. You will familiarize yourself with the measurement tasks at hand and develop tailor-made solution proposals.
- You will be managing our Asian sales channel network. You will support our partners with customer acquisition and facilitate competent responses to customer inquiries.
- You will support customer-specific offers and provide advice for negotiations by telephone, e-mail or remotely.
- You will identify potential customers and explore the degrees of freedom you will be granted to implement your own ideas and strategies with the respective sales partners.
- Together with your sales colleagues and external partners you will represent our company as an exhibitor at trade fairs.
- Over time, you will gradually become an expert in power measurement technology.

Your profile:

- Successfully completed studies in electrical engineering or comparable qualification with solid expertise in measurement, electric power trains or electrical engineering in general
- Fluent written and spoken English; German language skills advantageous, assuming willingness to become fluent in German over time; language skills relevant to the Asia-Pacific region additional advantage
- Experience in B2B sales is a plus, ideally in the field of power measurement technology
- Professional, polite and engaging demeanor
- Independent, careful and conscientious way of working with good time management and self-organization
- Willingness to travel within reasonable limits, class B driver's license is an advantage
- Both graduates and applicants with professional experience can apply.

We offer:

- Highly independent work culture with a lot of room for creativity and initiative
- Diverse and varied activities with insight into many adjacent areas
- Hybrid workplace model with mix of attractive office workspace and remote work
- Solid career development options and ample training opportunities
- Permanent employment in charming, bucolic Vordertaunus, yet close to metropolitan Frankfurt a.M.

- Allowance for company pension scheme plus additional health promotion offers
- Attractive and performance-based salary

Further information can be found on our website (www.zes.com). If you are interested, please send your complete application documents by e-mail (bewerbung@zes.com) to Dr. Conrad Zimmer. If you have any questions in advance about the position described, please do not hesitate to contact us on 06171-888320. We look forward to receiving your application!

ZES ZIMMER as employer

ZES ZIMMER is a medium-sized high-tech company for innovative precision measurement technology, characterized by traditional values. For more than 40 years, our instruments have been used worldwide in various sectors of the electrical and electronics industry to improve energy efficiency and quality. Our measurement technology can be found, for example, in drive technology, the automotive industry, renewable energies such as photovoltaics and wind, as well as in research and development. Our products support our customers in achieving success in their respective applications.

The enthusiasm and expertise of our employees is our strong foundation. Therefore, it is extremely important to us to promote and support them in the best possible way and to offer them the opportunity to tap their full potential and exploit their skills in a pleasant, appreciative working environment.

