



Sales & Applications - Germany

Job Opening

Introduction

PRAGMA is looking to add new members to its growing family!

PRAGMA designs, manufactures and distributes portable instruments and integrated systems for the nondestructive testing (NDT) of materials. Our manual and automated solutions are used to inspect a wide range of metal and composite parts to verify material properties and defects in industries such as aerospace, automotive, energy, oil and gas. We are striving for constant innovation to allow us to develop new technologies that will advance the manufacturing environment and achieve more efficient and safer production processes.

PRAGMA offers a complete suite of modular products allowing its customers to obtain better measurements, infinitely more precise results, total traceability and innovative communication tools in the Industry 4.0. PRAGMA brings unparalleled rigor, and our solutions allow us to apply the best practices present in the field of metrology to the field of NDT.

The PRAGMA team is a multidisciplinary and qualified team, working with the latest robotic, electronic and computer technologies. PRAGMA aims to hire serious, competent, dynamic and pragmatic people who will be able to show ingenuity in order to make innovation and its customers shine. You will be part of the company's sales team and will actively participate in the development and future of the company. If you want to contribute to the development of innovation and work in a dynamic team on stimulating and exciting projects, join us at PRAGMA!

* German citizen or EU resident (preferably based out of NordrHein-Westfallen, Baden-Wurtemberg)

You will have to :

- Participate in the sale of PRAGMA solutions on the German market.
- Work as a team with the Product Manager as well as PRAGMA's sales network, strategic partners and distributors.
- Travel 3 to 4 times per term (passport required).
- Participate, in collaboration with members of the corporate team, in the development of new business, the conclusion of opportunities and the execution of the commercial strategy focused on the German market.
- Participate in the creation and production of cost analyses, feasibility studies and results, proof of concept, competitive analysis, market trend analysis, etc.
- Meet with customers and potential customers to fully understand their needs and issues.
- Support customer demonstrations in person as well as those performed by our resellers.
- Provide training to customers, sales representatives, partners within the German territory
- Participate in in-the-field promotional activities such as product demonstrations, attend trade shows and exhibitions, give lectures and training courses.
- Create company selling strategies and techniques for the German market to effectively sale, differentiate our products and communicate our competitive advantage.
- Provide support to customers remotely and/or in-the-field and manage customer relationships and provide and provide customer feedback.
- In collaboration with the marketing team, contribute to the development of marketing tools. Write and/or help write application notes for publication, product catalog, company presentation.
- Proactively plan calls with potential customers to communicate the quality of PRAGMA products.
- Lead strategic and tactical sales plan to convert customers to PRAGMA products and solution
- Work with the Business Development department to create and implement a sales growth plan for the German territory.

Skills & Assets :

- Thorough knowledge of the German market (manufacturing and/or NDT)
- Minimum of 2 years in a similar role.
- Good knowledge of UT, PAUT, ECT, ECA and nondestructive solutions is an asset.
- Knowledge of NDT markets and applications is also an asset.
- Excellent verbal and written communication skills.
- Must be autonomous, motivated and must possess leadership and business acumen. Good priority management and analytical skills.
- Knowledge of Excel, Word, and Outlook software is an important asset.

Equal Opportunitites :

- PRAGMA considers female and male candidates equally, according to its policy described in the Employee Handbook.

Interested candidates should apply to info@pragmandt.com and give the number **#20221226** as a reference.