Job Description

Version	Change history	Approved by Managing Director
V01	New release	Date: 20210703
V02	Updated	Date: 20250225
V03	Updated	Date: 20251107

Job title: Technical Sales Manager

Level: 4 (Managers)

Reporting line:

Superior: Business Manager
Delegates: 0 (direct)
0 (functional)

Objective of the position:

- Selling products of Farsoon and generate demand for Farsoon products
- Expend the market in defined region and build strong Farsoon image
- Business development and channel management
- Consult customers technically, especially regarding features and functions of Farsoon machines, fabrication of parts by Laser Sintering/ Laser Melting, benchmarking part properties and application development of parts fabricated by AM
- Management of technical projects between customers and Farsoon
- Supporting operations especially related to tasks in the sales process

Tasks of the position:

- Identification of potential customers
- Prioritization of customer activities and entering the customer acquisition process
- Guiding the customer through the Farsoon sales process, incl. visiting customers
- Building a good relationship, understanding the various people working with the customer, understanding the customer's decision-making process
- Consulting customers technically and support projects with customers e.g. on benchmarking part properties and application development of parts fabricated by AM
- Giving quotations based on pricing guidelines
- Execution of the sales from purchase order to installation and payments
- Supporting Farsoon Sales Agents
- Evaluation of customer satisfactory level, providing feedback to internal organization
- Competition and market intelligence, especially from technical point of view
- Representing Farsoon in trade fairs and events, giving presentations in conferences

Job description: Technical Sales Manager

Version	Change history	Approved by Managing Director
V01	New release	Date: 20210703
V02	Updated	Date: 20250225
V03	Updated	Date: 20251107

Required minimum qualification:

- Master of Science and/or Engineering and at least 5 years experiences in technical functions in industrial companies
- Professional experience in Additive Manufacturing (3D-Printing)
- Beneficial, Bachelor of Business & Economics (BWL or MBA) or similar discipline, or 2 years experiences in commercial functions

Soft skills:

- Striving for achievements
- Excellent listening to customers and communication skills
- Project management, well organized, manage complexity, analytical thinking
- Open, flexible, hard-working, innovative, team spirit
- Intercultural awareness especially within Europe, sympathy for China

Further qualification:

- Languages: English, another EU language (e.g. French or others) beneficial, Chinese beneficial
- IT: Microsoft Office, 3D-Printing software, databases

Responsibility:

- Sales of all products of Farsoon, incl. machines, powders, services and software
- Prospect management and sales forecast
- Manage of customer prioritization and customer project portfolio
- Management of technical projects with customers: Timeline, scope and budget management for projects
- Business development and channel distribution management

Targets and accountability:

- Achieving sales targets
- Increasing knowledge database of Farsoon on customer applications
- Results of projects in-time and at costs as planned
- Image of Farsoon and customers' satisfaction

Compensation:

Job description: Technical Sales Manager

Version	Change history	Approved by Managing Director
V01	New release	Date: 20210703
V02	Updated	Date: 20250225
V03	Updated	Date: 20251107

- According to salary bands of level 4, and age and experiences
- Incentives based on achieving sales & profitability targets