

Job vacancy: Business Support Engineer Germany

Yamaha Motor Intelligent Machinery (IM) Europe, Inc. sells and supports perfect solutions for the SMT market, from Screen Printing and Dispensing to Placement and AOI solutions; we are the source for the Yamaha brand of equipment in Europe, Russia, Middle East and Africa.

Our regional headquarters is located in Neuss Germany, with regional support in place to meet sales and service needs across Europe, Middle East and Africa.

Job description: Business Support Engineer**Function characteristics**

In close cooperation with sales and service, the business support engineer provides technical (and commercial) support which are allowing sales to present professional solutions to the customer. This includes: study of applications, defining solutions for customers, support in the creation of Value Added Proposals and commercial offers.

The business support engineer will actively participate in activities such as seminars and shows. Investigates and gets familiar with the product and service offering of competitors and will use this knowledge to explain why Yamaha IM products have significant advantages over competition. The business support engineer is a key member of the Business support group of Yamaha Motor IM Europe and frequently will visit (potential) customers (in his country/area) in Germany and if required across Europe. The business support engineer report to the Operations Manager.

Key areas of responsibility

- Preparing commercial offers and Value added proposals for customers
- Application studies
- Creation and improvement of sales tools.
- Creation of output calculations to determine perfect technical solutions
- Demonstration of equipment (Yamaha Motor IM Competence center)
- Building and maintaining relationship with (new) customers
- Customer database cleaning and maintaining
- Pre-sales activities

Required back ground

- Hands-on experience with SMT machines and P&P processes and software
- Able to professionally deal with customers in a Business to Business environment
- Experienced in MS Office (Word, Excel & Power Point)
- Experience with CRM systems.
- Commercial skills
- Technical Bachelor level (based on experience or degree).
- Good communication and presentation skills in German language and in English.
- Strong analytical skills

Personality

- A true team player
- Flexible
- Able and willing to travel frequently
- Able to handle stress and fast changing assignments
- Patience, perseverance and a consistent way of working
- Highly self motivated



Apply to:
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