



Technology from Kuenz creates unique solutions in the areas of container cranes and special machinery as well as equipment for hydro-electric power plants, that inspire internationally. Our team is united by a passion for innovation, committed teamwork and, above all, the joy of shared success.

In order to strengthen our team, Kuenz America, based in Raleigh (North Carolina, USA) is searching for a dynamic personality for the position

## SALES MANAGER CRANE (M/F/D)

### YOUR RESPONSIBILITIES

- Responsible for container crane sales in the US and Canada with focus on Intermodal and Ports.
- Develop and implement sales and account strategies in accordance with corporate goals.
- Travel as required to existing and potential customers in the US and Canada.
- Responsible of generating a lead until finalizing the contract. A highly innovative and motivated team will support you in this process.
- Design and prepare all technical paperwork to engineering team for bid calculation.
- Be actively involved in contract negotiations.
- Organize and attend trade shows, conferences, meetings, and seminars.

### YOUR QUALIFICATIONS

- Experience in selling customized industrial equipment and bid preparation required.
- Prior overhead crane or hoist experience is a plus.
- Engineering education, minimum FH or techn. University.
- Ability to read and understand machinery, structural and electrical drawings, customer supplied specifications, codes, and industry standards required.
- Customer and service orientation, team player and ready to work overtime.
- Excellent verbal and written communication skills in English (German language skills beneficial).
- Must have: good presentation skills to convey product features and value as well as experience negotiating multi-million dollar contracts.

### YOUR BENEFITS



subsidized  
education



100% family  
owned



member of a  
team of experts



new  
technologies



attractive  
compensation

### Do you have any questions?

Then please feel free to contact your contact person Alissia Schoeflinger, +43 5574 / 6883 - 703.

### Does this appeal to you?

Then we look forward to receiving your application via our website <https://www.kuenz.com/de/karriere/jobs/>

We offer competitive salary and further benefits according to experience and skills.

### Current news can be found here:



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