

Sales Engineer - Business Development (d/f/m) in Seoul, South Korea

Tradition and Innovation

Since 1919 the AKG Group is a specialist in the field of heat transfer. Our group of companies is financially sound, innovative and expanding. With about 3.300 employees at 14 locations in Europe, the Americas, and Asia we develop and produce heat exchangers for a multitude of application areas and branches.

AKG Korea Ltd., is located in Seoul, the capital of South Korea, and has been active since 2010. We have reliable partnerships with major customers in various attractive industry sectors such as construction machinery, compressed air systems and rail vehicles as well.

Tasks and Responsibilities

- Identify and develop new market opportunities and develop sales strategies to achieve business growth targets in the heat exchanger market.
- Conduct market research and analysis to identify trends, competitive threats, and opportunities.
- Build and maintain customer relationships and acquire new customers in the B2B sector.
- Provide technical advice and develop solutions for customer inquiries.
- Analyze customer needs to develop product solutions to the customer.
- Participate in trade fairs and customer events for business development.

Job Qualifications

- At least a Bachelor's degree in Mechanical Engineering / Industrial Engineering, or a related field.
- Proven experience in business development, technical sales, or a related role.
- Strong negotiation and persuasion skills.
- Excellent communication and interpersonal skills.
- Strategic thinking and problem-solving abilities.
- Proficient in both Korean and English languages with strong verbal and written communication skills.
- Willingness to travel occasionally.

Starting Date: As available