

We find what fits together. The right mix makes the difference!

PERSONAL
REZEPTE

Our client is a globally active company with a strong focus on sustainability. As part of its mission to transform waste into raw materials, its priority is to promote sustainable solutions and build ethical supply chains in metallurgy. Services solved two key problems for metal producers, effective cost reduction while complying with environmental regulations the second, creating economic and environmental value from hazardous waste/by-products. Additionally, the company offers consulting services to achieve energy efficiency through the use of alternative inputs, reducing the need for using inputs from mines and achieving energy efficiency.

On behalf of our client we are looking for:

Sales Engineer (mfd) Sustainable Solutions

Latin America / fulltime remote



The menu

- Market sustainable solutions, focusing on our commitment to transforming waste into valuable raw materials. This also includes the creation and presentation of product and service explanations for potential customers.
- Consult, maintain and develop customer relationships to long term partnerships on technical aspects, tailoring solutions that align with sustainable practices.
- Keep abreast of industry trends to identify opportunities for growth and innovation in sustainable raw material sourcing and recycling and provide expert support in product development.
- Work closely with cross-functional teams to integrate client feedback and market insights into our sustainable practices and product offerings.
- Setup KPIs and utilize spreadsheets for accurate sales tracking, market analysis, and reporting to support strategic decisions and to review sales process improvements.

Your ingredients

- In addition to a Bachelor's degree in (industrial) engineering or business administration, you should also have relevant experience in the steel industry and a passion for sustainability and ethical practices.
- You combine very good user skills in analytical software (e.g. MS Excel or Google Spreadsheets) with strong analytical skills.
- You are fluent in Spanish, and in English (Level C).
- A strong negotiation, communication, and a sales personality, together with the ability to adapt in a dynamic, innovative setting, complete your profile.

The special spice

- This role offers the flexibility to work remotely, requiring self-motivation and a dedicated work environment.
- This is an opportunity to be part of a company that is making a real difference in the world.
- Be part of a dynamic, innovative work environment with a team of like-minded, passionate professionals.
- A supportive culture that values your contributions and encourages professional development is waiting for you.
- If you are passionate about sustainability and eager to contribute to the development of ethical and transparent supply chains, we would love to hear from you. Join us in our mission to positively impact the people, planet and profit.

We look forward to hearing from you!

Personalrezepte GbR | +49 6071 301 6820 | karriere@personalrezepte.de