

# Join The Team

75 Years Of Innovation In Power Solutions

Die Lindenberg-Anlagen GmbH in Overath, NRW



## Sales Engineer – Major Accounts & Direct Sales To strengthen our EPG sales activities (m/f/d)

**Powerful – Lindenberg-anlagen GmbH**

The excellent name of our company with its 100 employees is based on our sophisticated and modern systems and our reliable service.

Our products for the EPG market cover solutions from 100 kWe up to 10 MWe. As an expert in customer-specific applications for 75 years, we are also part of the energy transition in decentralized energy generation through to energy-efficient and environmentally friendly energy solutions. From ESS Micro Grid system solutions to hydrogen-powered power generators, our products and solutions are part of this change.

To expand our sales activities, we are looking for a strong direct sales representative for customer acquisition and support of our major account customers who enjoys expanding the market for our customer-specific energy solutions worldwide

### Tasks

- You sell our special technical products directly to industrial customers in your sales area
- You present our high-quality, customer-specific products to customers, convey the product features and areas of application in convincing sales discussions and skillfully conclude the sale with a win-win situation
- You will develop and expand your sales area through new customer acquisition and customer support

### Qualification

- Completed bachelor's or master's degree
- Knowledge of GenSet and internal combustion engines diesel & gas, power generation systems, or electrical energy distribution
- You are passionate about selling and have negotiation skills, closing skills and a good dose of ambition and persuasiveness
- You are goal-oriented, self-initiative and enjoy dealing with people
- Ideally, you have professional experience in direct sales or are starting out in field sales as a career changer (e.g. from service or engineering).
- You have a class B driving license

### Languages

- English
- German

75 Years of Innovation That Matters

The power and energy industry has relied on Lindenberg's robust technologies for decades for the most demanding applications, such as critical power generation, gas compression, harsh environmental power generation and efficient marine power applications.

Today, Lindenberg-anlagen offers a broad portfolio of industry-leading products including modular container power supplies, generator sets, hybrid power systems for maritime and stationary applications, energy storage, gearboxes, pumps and system integration solutions.

Lindenberg-anlagen's ESS division provides superior products and service solutions to increase our customers' efficiency and reduce total cost of ownership. We provide engineered energy solutions, asset repairs and certification, mechanical and rotating equipment repairs and upgrades, spare parts rapid prototyping, robust asset management, operations and maintenance, and on-site technical services worldwide.

We offer a wide range of career opportunities in a variety of technical and business roles across our global engineering and service locations. Join our team and help develop technical solutions that are changing the industry.

Location Of Work (work permitt required):

- Overath, Germany
- Hamburg, Germany
- Singapore
- Abu Dhabi, UAE

Your First Move:

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