We are [**HumanGrounds**](https://humangrounds.com/), a boutique Recruitment Agency specialising in Sales & Marketing and other various functions such as Finance, Accounting,Operations, Human Resources and Engineering.

On behalf of our client, we are looking for a **Junior Sales Engineer** based in Athens.

Our client is a long-established company active in the industrial sector, offering high-quality products and technical solutions, such as power and energy systems, industrial equipment, and machinery for production environments.

The selected candidate will join the commercial team and contribute to business development efforts by supporting the sales process and engaging with industrial customers, gradually undertaking a more active sales role.

**Responsibilities**

* Support sales activities and customer engagement in the industrial product portfolio, focusing on promoting innovative technical solutions for production environments
* Develop a deep understanding of product specifications, technical requirements, and the unique needs of clients
* Assist in preparing commercial offers and handling customer inquiries
* Build and maintain long-term relationships with clients and partners
* Monitor market trends and provide insights to the team
* Participate in technical and sales meetings with clients
* Ensure accurate record-keeping in CRM systems and prepare reports as needed

**Qualifications & Candidate Profile Requirements**

* Bachelor’s Degree in Electrical, Mechanical, Chemical, or Environmental Engineering ideally from a Polytechnic University; a relevant MSc will be considered an asset
* 0–2 years of professional experience, ideally in a technical or industrial environment
* Prior experience in B2B sales, sales support, or customer service positions will be preferred
* Good communication and interpersonal skills
* Strong technical acumen and willingness to learn industrial products and solutions
* Fluency in Greek and good knowledge of English, both written and spoken
* Familiarity with CRM systems and MS Office tools
* Self-motivated, with a proactive mindset and team spirit

**Compensation & Benefits**

* Competitive salary & fringe benefits
* Bonus to be introduced progressively, aligned with sales involvement and results
* Provision of company equipment
* Opportunities for professional development and learning

**Ready to Ground Your Talent?**

**Apply here:** https://shorturl.at/ImA6P