

We are [HumanGrounds](#), 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 **Product Sales Engineer**.

Our client is an established provider of industrial and engineering solutions, delivering high-quality products and services to industrial clients and construction companies.

The ideal candidate will combine technical expertise with a commercial mindset to deliver tailored solutions and build strong customer relationships.

Key Responsibilities

- Manage and expand assigned product categories for industrial clients and construction companies.
- Analyze client needs and design technical solutions that align with their requirements.
- Provide technical support and guidance throughout product selection and implementation.
- Prepare and present technical proposals, quotations, and preliminary designs with a focus on industrial applications.
- Collaborate with the sales team to oversee and support ongoing projects.
- Maintain up-to-date knowledge of industry trends, technological advancements, and market developments.
- Conduct competitor analysis, product mapping, and pricing comparisons to offer competitive solutions.
- Engage in regular customer visits, targeted communication, and efficient CRM reporting.
- Research and source new suppliers through participation in industry exhibitions and other relevant activities.
- Foster cross-functional collaboration within the organization to optimize sales and service efforts.

Qualifications & Candidate Profile Requirements

- Bachelor's degree in Mechanical, Electrical, or Chemical Engineering.
- 3-4 years of experience in a technical role, ideally in project management or sales.
- Proficiency in MS Office (Excel, Word, PowerPoint) and experience with CRM systems.
- Strong analytical skills, with experience in data reporting and visualization tools.
- Excellent command of the Greek and English language, both written and spoken.

- Strong negotiation, communication, and interpersonal skills.
- Detail-oriented, well-organized, and proactive in a dynamic work environment.
- Ability to take initiative and adapt to evolving business needs.

Compensation & Benefits

- Competitive monthly gross salary
- Performance-based commission on gross profit
- Company car and travel expenses
- Company mobile & laptop
- Private medical
- Ongoing training on products and modern sales techniques
- Career growth opportunities within a dynamic and expanding organization.

Ready to Ground Your Talent?

Apply here: <https://shorturl.at/fzyMd>