

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 **Senior Sales Engineer**.

Our client specializes in advanced greenhouse technologies and integrated energy systems, providing complete solutions and technical support for agricultural and industrial projects.

The ideal candidate will combine technical expertise with commercial insight to drive growth and deliver innovative, sustainable solutions.

Key Responsibilities

- Manage and grow a portfolio of clients in the agricultural, industrial, technical and energy sectors, ensuring satisfaction and retention of key partnerships.
- Identify and evaluate new business opportunities, potential clients and projects.
- Provide technical support and deliver solution-presentations to clients in cooperation with the engineering and production teams.
- Participate in the preparation and submission of technical-commercial proposals and tender documentation.
- Negotiate terms of collaboration, contracts and agreements with clients, safeguarding the company's commercial interests.
- Collaborate with internal departments (Engineering, Procurement, Logistics) to ensure smooth project execution and high quality customer service.
- Monitor the market, competitors and technological developments, and provide recommendations for the commercial strategy.
- Represent the company at exhibitions, conferences and other professional events for promotion of the company and its products.

Qualifications & Candidate Profile Requirements

- Bachelor's degree in Mechanical Engineering or another relevant technical field.
- At least 5 years of experience in sales of technical products or B2B solutions, ideally in the construction, energy or industrial sector.
- Proven track record of acquiring new customers and managing projects or tendering processes.
- Excellent communication, presentation and negotiation skills.
- Ability to work in interdisciplinary teams and manage multiple projects concurrently.
- Excellent command of Greek & English, both written and spoken.

- Proficiency in CRM tools and Microsoft Office.
- Flexible to travel as required for projects.

Desirable Qualifications

- A Master's degree in a technical or commercial field.
- Previous experience working with engineering offices and technical companies.
- Understanding of technical specifications and ability to prepare technical offers.

Compensation & Benefits

- Competitive monthly gross salary
- Annual bonus scheme based on achieving targets
- Company car, mobile phone and laptop
- Continuous training and opportunities for professional development
- Participation in significant projects and cutting-edge technological solutions

Ready to Ground Your Talent?

Apply here: <https://shorturl.at/k2UZf>