



Sales Specialist (m/f/d) Autonomous Mobile Robot

Take your next career step at ABB with a global team that is energizing the transformation of society and industry to achieve a more productive, sustainable future.

At ABB, we have the clear goal of driving diversity and inclusion across all dimensions: gender, LGBTQ+, abilities, ethnicity and generations. Together, we are embarking on a journey where each and every one of us, individually and collectively, welcomes and celebrates individual differences.

In this role, and as part of the integration of ASTI into ABB, the leading global autonomous mobile robot (AMR) manufacturer with a broad portfolio across all major applications enabled by the company's software suite, you will be responsible for planning and ensuring execution of local business line sales strategy for AMR's within the business area of General Industry and Consumer Segments and Service Robotics (CSSR), to achieve both qualitative and quantitative targets for systems, products and/or services in a profitable way for Robotics in Germany. You will use your experience and drive to build enduring customer relationships through excellent service. This position is located in Friedberg/ Hessen/ Germany.

Your responsibilities

Efficient coverage of the assigned region and market segment, working hand in hand with LBL front end sales, you will be responsible of Autonomous Mobile Robots (AMR) Sales for a portfolio of strategic accounts based in the region of his/her responsibility

Build and promote strong, long-lasting customer relationships by understanding their AMR needs and eventually partnering with them

Build Customer loyalty of existing clients and expand customer base through generation of new business

Development of the network of industrial contacts in responsible territory

Forward-looking, focusing of the client-structure and development of solid relationships to clients and eventually integrators through excellent customer service

Increase the market share by market development and market valuation with budget execution, following the sales strategies

Identification of future market opportunities and formulation of solutions in cooperation with the Headquarter

Working hand in hand with LBL front end sales, you are responsible for all AMR sales processes in the key accounts

Your background

A University degree in Engineering, preferably with experience within the AMR segment

More than 7 years' experience in technical/consultative sales preferable in the Logistic, automation, material handling or supply chain solutions

Strong negotiation skills, good communicator, empathetic, strong technical background, curious and open to learn new technologies

Excellent communication and presentation skills

Proactive, problem solving professional and results oriented with a strategic view

Strong English and German language skills and intercultural competence

Willingness to travel up to 50%

More about us

We look forward to receiving your application (documents submitted in English are appreciated). If you want to discover more about ABB, take another look at our website www.abb.com.

#LI-Remote

#LI-Hybrid

ABB is able to offer you an interesting role within a highly motivated team, together with open communication structures. On the basis of a personal, practice-oriented induction programme, you will be given the opportunity to acquire the confidence needed to work independently and self-reliantly within your assigned area. Even after the joining phase, ABB offers a wide range of individual career development opportunities and supports you in realising your career goals with targeted training measures. At ABB you will find an attractive working environment in all phases of life - including policies for sabbaticals and home office, the ABB children's vacation camp and taking care of family members.

Interested in joining our team? We are looking forward to receiving your complete application through our online tool.

ABB AG

Your contact is: ABB PersonalDirekt

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ABB Data Privacy Statement:

<https://new.abb.com/privacy-notice/candidate>

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