

YOUR IDEAS.  
YOUR CAREER.



Around 3700 employees worldwide work every day at Balluff on high-quality sensor, identification and image processing solutions, including network technology and software for all automation requirements. They are our shapers of the future. That's why, as a globally positioned family company, we always offer them the best conditions. Work with us on creating our customers' success and let's advance innovations together.

We are looking for passionate and result-oriented team players as

## FIELD SALES ACCOUNT MANAGER – AUTOMATION TECHNOLOGY

Region: Netherlands – Noord-Brabant/Zuid-Gelderland

### What You'll Do

- Build and maintain strong relationships with existing customers by investing time and resources in long-term partnership development, ensuring repeat business and high customer satisfaction
- Identify and acquire new customers while actively driving the expansion of new business opportunities
- Develop and implement strategic business plans, combining analytical thinking with a hands-on sales approach
- Prepare and deliver compelling proposals that clearly communicate Balluff's value proposition
- Provide technical advice and consult customers on complex application solutions in close collaboration with internal experts
- Manage and own the entire sales process — from initial contact through to successful deal closing
- Represent Balluff at trade fairs, conferences, and customer events, strengthening our market presence and network

### Who You Are

- Proven experience in industrial automation, ideally combined with a strong track record in a field-based sales role
- You live in the mentioned sales region (or very close to)
- You see yourself as a true sales professional, with strong negotiation and communication skills and a hands-on, results-driven mindset
- Passion for selling consulting-intensive automation solutions, particularly in Industry 4.0 and IIoT environments
- Solid understanding of automation systems, applications, and their practical use in industrial settings
- High level of self-motivation, especially when it comes to developing new customers and identifying additional potential within existing accounts
- A team-oriented personality with a clear focus on goals and results, combined with an efficient and structured way of working

### What We Offer

- Salary with bonus scheme
- Corporate benefits and employee perks
- A training program in sales- technical- and product knowledge
- A dynamic, supportive team with local and international colleagues
- Continuous learning through on-the-job experience, mentoring, and our online academy
- Solid pension plan and 30 days of paid leave (based on a 40-hour week)
- A fun and motivating work environment
- Lease car, laptop, phone

Are you a proactive, customer-focused Field Sales Account Manager fluent in English and Dutch? Do you enjoy building strong relationships across cultures while working directly with customers in the field? If so, we would like to hear from you!

### Application Process

If you're interested in filling this position, send your CV/LinkedIn Profile to [daniela.armbruster@balluff.de](mailto:daniela.armbruster@balluff.de)

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