

Bertrams is an independent, internationally oriented engineering company in the field of chemical plants. A total of around 100 people work at the headquarters in MuttENZ near Basel and the subsidiaries in Beijing, Shanghai, Mumbai and Rheinfelden. Our many years of experience and in-depth know-how in process engineering, design, international project management and procurement have made us the world market leader in the field of caustic soda treatment and recycling.

To support our sales team at our headquarters in MuttENZ/BL we are looking for an

Sales Engineer / Sales Manager

for international projects

In this role, you are responsible for the entire sales process from preparation of offers up to contract negotiations till handover to the project management.

Main tasks

- Processing inquiry and analysis of customer-specific requirements and preparation of adequate quotation concepts
- Basic process calculation of the plant and sizing of the individual key process equipment within the plant (evaporators, heat exchanger, pumps etc.)
- Definition of the project scope, preparation and evaluation of service specifications and deliverables lists, including clarification discussions with the customer and sub-suppliers if needed.
- Preparation of the cost calculation and bid presentations, participation in bid meetings and negotiations.
- Support in the development and maintenance of database for quotation costing
- You are representing our company in trade fairs and conferences.

Your profile

- Successfully completed studies in process or chemical engineering or comparable education
- 5 years of professional experience in sales or planning of investment projects in plant construction, ideally in the chemical environment
- Strong analytical skills and entrepreneurial thinking; structured, professional way of working
- Flexibility and commitment
- Strong communication and persuasion skills; profound knowledge of MS-Office, especially MS-Excel
- Business fluent English skills, others would be a plus

What you get

- Exciting, challenging and varied tasks
- Committed and dynamic team
- Advantages of a medium-sized company
- Attractive employment conditions in a modern working environment

We look forward to receiving your application (letter of motivation, CV with photo, references) at jobs@bertrams.ch

--- Direct applications are preferred ---