

Bertrams is an independent, internationally oriented engineering company in the field of chemical plants. A total of around 120 people work at the headquarters in Muttentz near Basel and the subsidiaries in Beijing, Shanghai and Mumbai. 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 Muttentz/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 technical and commercial quotations up to contract negotiations and handover to the project management team.

Main tasks

- Processing inquiry and analysis of customer-specific requirements and preparation of adequate quotations in the caustic or acid sector
- Basic process calculation of the plant and sizing of the individual key process equipment within the plant (evaporators, heat exchanger, pumps etc.)
- Defining project scope, preparation and evaluation of service specifications and deliverables lists, including clarification discussions with customers and (if needed) with sub-suppliers
- Preparing cost calculations and bid presentations, participating in bid meetings + negotiations
- Systematic identification and development of market and customer potential
- Supporting the development and maintenance of database for quotation calculation
- Representing our company in trade fairs and conferences

Your profile

- You have a degree in process engineering or mechanical engineering specializing in plant and process engineering (or equivalent education)
- Several years of professional experience in sales or in the planning of investment projects in plant construction (ideally in the chemical environment)
- Fluent in English, further language skills are an advantage
- You work independently, precisely, purposefully and have an efficient and structured way of working, even under (time) pressure from customers
- Very good communication and moderation skills for presenting our products
- Willingness to relocate to nearby Basel/Muttentz; Willingness to travel of approx. 10-15%
- Ideally Swiss or EU/EFTA-resident

What you get

- Exciting, challenging and varied tasks with development opportunities
- Attractive employment conditions in a modern, international working environment
- Good public transport connections, free employee car parks, charging stations for electric cars, free drinks, free fruit, and much more.

We are looking forward to receiving your complete application documents (letter of motivation, CV with photo, certificates, etc.) at jobs@bertrams.ch

--- Direct applications are preferred ---