

JOB POSITION

Technical Sales Manager

ITNOG GmbH is a German engineering, procurement, construction and management (EPCM) Company with different PMO industrial services. From inspection, NDT, quality, HSE, construction, Management, planning, Design, tendering, procurement to training and manufacturing services to the oil & gas, wind energy, battery production, pharmaceutical and power plant construction sectors — in Germany and internationally.

To support our continued growth, we are looking for a technically minded Sales Manager to build client relationships especially for outside Germany and drive new business across our service portfolio.

Job Description

As Sales Manager, you act as the bridge between our technical capabilities and our clients' project needs. Your responsibilities include:

- Identifying, developing and closing new business opportunities across our EPCM and industrial services portfolio.
- Building and maintaining long-term relationships with clients, partners and key decision-makers in target industries.
- Understanding clients' technical requirements and translating them into tailored service and solution proposals together with our engineering teams.
- Preparing and presenting technical and commercial offers, quotations and proposals, and leading contract negotiations.
- Supporting pre-sales activities such as solution scoping, cost estimation and responses to tenders and RFQs.

- Monitoring market trends, competitor activity and industry developments to identify new opportunities.
- Representing ITNOG at industry events, trade fairs and client meetings.
- Maintaining accurate sales pipeline records and reporting on activity, forecasts and results.

Requirements

- A technical background as an Electrical Engineer, Mechanical Engineer, Software Engineer, etc.
- 5+ years of experience in sales, business development or account management, ideally within engineering, industrial services, EPC/EPCM or a related technical field.
- Hands-on experience using AI-based tools and techniques in sales.
- Ability to understand complex technical services and communicate their value clearly to both technical and non-technical stakeholders.
- Strong negotiation, communication and relationship-building skills.
- A results-driven, self-motivated approach with the ability to work independently in a remote setup.
- Proficiency in **English**. **German** is an advantage (both is a plus).
- Willingness to travel occasionally for client meetings, site visits or industry events

Location Germany Headquarter

Employment Type Permanent position, full-time (40 hours per week)

Starting Date January 2027

Send your CV and Certificates

via ITNOG Career System: www.itnog.de/career