

Technical educated and ready for a career in sales? Gemco Engineers is looking for a new colleague who wants to work in an international environment and has the ambition to learn everything related to the sales of industrial machinery and, in a later stage, international projects.

#### About us

Gemco Cast Metal Technology is an international consulting, engineering, and project management firm for the foundry industry. Gemco's mission is to develop projects that enable our customers to be successful and to realize sustainable cast metal facilities with the lowest possible carbon footprint and minimal environmental impact.

With 50 professionals and 45 years of experience and with offices in the Netherlands, Germany, Poland, Mexico, and China, Gemco offers tailor-made solutions for the specific needs of its customers.

Explore our website for comprehensive information: [www.gemco.nl](http://www.gemco.nl)

Gemco offers a challenging environment to our professionals with the aim of maximizing the development of their talents and skills. A high degree of personal responsibility for tasks and the personal freedom to realize them in your own way are some of the core values of our company.

We are growing, and we are looking for a:

## Sales Engineer for Industrial Machines

Career function - Worldwide

#### GEMCO SANDCLEANER<sup>®</sup>

We are looking for a Sales Engineer whose work is focused on the GEMCO SANDCLEANER<sup>®</sup>. This machine is especially developed with sustainability in mind. The GEMCO SANDCLEANER<sup>®</sup>, when implemented in the process of our customers, can recycle used sands that would be wasted otherwise, so that it can be reused again in the foundry process.

It will enable our customers to reduce waste streams, reduce environmental impact as well as minimize carbon footprints in the foundry industry.

#### Your function

The job consists of several task areas. In each task area you will work with an experienced colleague, and you will receive all required support.

- **Engineering Activities**

We make sure that you will know the GEMCO SANDCLEANER<sup>®</sup> in all facets, so you are fully able to explain the machine to potential customers. You will learn to develop technical solutions with customers to implement the machine into the process of the customer.

A pilot machine is running on site at the University of Freiberg, Germany. There you will learn how to operate the machine (together with students from the university) to perform tests and to understand the quality of recycled sands. You will learn about foundry sand properties and its application for the foundry industry. You will be guided by our SANDCLEANER Expert and supported by our engineers for all activities.

- **Sales Activities**

Under the direction of a senior area/account manager you will travel to new and existing contacts.

You will prepare quotations, take part in the negotiations and you are responsible for customer contacts during the realization phase of the project.

You will work on after sales activities and spare parts supply.

- **Marketing Activities**

You keep the website/brochures/presentations up to date in close cooperation with our Marketing Manager and you present the machine at Exhibitions/Congresses and Webinars. Worldwide.

After you have gained the necessary experience, you will become independently responsible for the activities and the corresponding targets and results.

**Your profile**

- You have obtained your Bachelor's/Master's degree in a technical field (Mechanical Engineering or Industrial Engineering can be a good fit).
- You are interested in further developing your good technical knowledge also in the field of foundry machinery.
- You have strong commercial network skills to build long-term relationships with clients.
- You have good negotiating skills.
- You have 2 to 3 years of experience in a commercial role.
- Your knowledge of Dutch and English is good (both spoken and written). Knowledge of German and other languages is a welcome addition.
- You show initiative, are energetic and have a customer-oriented attitude.
- You are creative, able to handle details, quality-oriented and persistent.
- You are willing to travel.
- You are flexible and can easily adapt to different circumstances and different cultures.
- You are a strong and reliable team player, and you willing to take responsibility.

**We offer**

- A dynamic position within an enthusiastic and result-oriented team.
- A high degree of independence and responsibility.
- A role with direct impact on the end result.
- Salary depending on education and (internship) experience between EUR 3.000,- and EUR 3.600,- gross per month.
- Good secondary terms of employment, including a bonus scheme, pension scheme and, in the event of a stay abroad, full compensation for board and lodging plus hardship allowance.
- Hybrid working is possible, but you can also come to the office every day.
- A financially very healthy family business with an ambitious management.
- An international environment with an open working atmosphere.

**Information**

For more information about this position and our organization, please contact Bas van Gemert, Managing Director, or Huub van der Weiden, Area/Account Manager.

They can both be reached by phone at +31(0)40-2643 607.

Also take a look at our website [www.gemco.nl](http://www.gemco.nl).

For a visual presentation view our YouTube channel: [Gemco Cast Metal Technology - YouTube](#)

Where you find our most recent videos:

[GEMCO 2023 your foundry engineering partner, -company intro + slides- - YouTube](#)

[GEMCO 2023 -in our own words- subtitled - YouTube](#)

[GEMCO foundry engineering and integration - YouTube](#)

Do check our channel regularly for new material. Enjoy watching!

**Application**

Please send your written application (motivation and curriculum vitae) by e-mail to [monique.westendorp@gemco.nl](mailto:monique.westendorp@gemco.nl).