

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 MuttENZ 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 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 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
- 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 the customer and sub-suppliers if needed
- Preparing cost calculations and bid presentations, participating in bid meetings and negotiations
- Supporting the development and maintenance of database for quotation calculation
- Representing our company in trade fairs and conferences

Your profile

- Successfully completed studies in process or chemical engineering or comparable education
- Minimum 5 years of professional experience in sales or in the planning of investment projects in plant construction (ideally in the chemical environment)
- Strong analytical skills; entrepreneurial thinking; structured and professional way of working
- Flexible and committed personality
- Strong communication and persuasion skills
- Customer-orientated problem solver with a willingness to travel of approx. 10% - 15%
- Profound knowledge of common MS-Office applications including Excel
- Business fluent in English (written/oral), further language skills are an advantage
- Work permit for Switzerland available
- Resident nearby Basel/MuttENZ

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 ---