



ITW is a Fortune 200 company with global operations. The company's innovative products and customized solutions can be found in even the most remote corners of the world. ITW employs more than 50,000 people and is headquartered in Glenview, Illinois.

As part of the ITW Group, ITW Welding has a global presence in more than 57 countries, including the Miller® brand, the market leader in arc welding and cutting equipment. We have strong brands and a complete product portfolio that includes welding equipment, filler metals, heat pre-treatment and post-treatment equipment, and accessories. This enables us to meet the needs of our professional dealers and demanding end customers.

Business Development Manager Heating Systems (m/f/d)

As Business Development Manager you will be part of the global business development for our Miller products. By supporting sales in advising key accounts and end users on Heating Applications you will strongly influence our future success within this product segment. You will focus on European markets and work in mobile office – herefore you are preferably located in Germany.

YOUR RESPONSIBILITIES:

- You will be our product and application expert for our product segment of induction heating system
- You will be responsible for and proactively drive business development and sales activities for our heating systems in the European and African regions
- You will proactively support our European sales team in winning new customer accounts including on-site visits, product demonstrations and remote application support
- You will formulate a compelling value proposition and continuously train sales team on the value proposition
- You will participate in new product developments by translating customer requirements into requirements for future products
- You will analyze end market segments and competitors and systematically draw conclusions for the further development of our product portfolio
- You will develop strategies for positioning and marketing our products and develop marketing campaigns
- You will actively participate in long-term business development planning as well as in the further development of the roadmap for new products

YOUR PROFILE:

- Successfully completed studies in metallurgy, materials engineering or comparable, ideally in combination with a business management education
- Several years of experience in a sales/market-oriented position in welding technology or in the environment of technical B2B products
- Distinct understanding of customer and market requirements as well as profound communication and argumentation skills for customer dialogues
- Ability for target-oriented derivation of requirements for marketing campaigns
- Enjoyment of both analytical and hands-on work in an internationally oriented environment
- Systematic approach to work, goal orientation, proactivity and entrepreneurial thinking
- Fluent in German and English, other languages an advantage
- Place of living in central Europe, preferably in Germany
- Willingness to travel across Europe and to be present at our location in Singen to the extent of approx. 50 %

With us, you will benefit equally from the advantages of a large international company and the charm of medium-sized structures. With flat hierarchies, short communication channels and local decision-making freedom, you will take on real responsibility and find a family culture, a hands-on mentality and a strong team spirit at all levels. Become part of our team and accompany us on our growth path!

E: apply.EAR@ITWwelding.com