



” Think higher!

Become part of a dynamic team and join RATH as a

# TECHNICAL SALES ENGINEER – CUSTOM ENGINEERED SOLUTIONS

(Revenue Ownership | Growth Track | Global Engineering Support)

**We are expanding our organization in North America.**

**As part of our structured succession planning – and in preparation for the planned retirements of key sales leaders in the coming years – we are investing in the next generation of revenue-driving technical sales professionals. This is a true sales role focused on revenue growth, account development, and closing engineered industrial solutions.**

## **WHAT YOU WILL DO:**

- Drive revenue growth within assigned accounts and territories
- Identify and develop new business opportunities
- Lead RFQs from quotation through negotiation and order award
- Own commercial discussions and secure purchase orders
- Expand wallet share within strategic industrial customers
- Build long-term account development strategies

You are accountable for revenue performance.

Our products are often the solution to complex industrial challenges. You will sell customized, application-specific engineered solutions – not commodity products.

## **WHAT WE ARE LOOKING FOR:**

- Bachelor’s Degree in Engineering or related technical field
- Minimum 8 years of technical B2B sales experience
- Proven ability to close engineered or application-driven solutions
- Experience managing longer industrial sales cycles

## **GLOBAL ENGINEERING & MANUFACTURING SUPPORT**

You will operate within a globally integrated organization that includes:

- U.S.-based production plants
- A dedicated U.S. engineering department
- Multiple European manufacturing sites with strong engineering expertise
- Indian production operations

You will collaborate closely with these teams to ensure technical feasibility and smooth execution – while maintaining full commercial ownership of your accounts.

**OUTSTANDING INSIDE**  
Refractory Solutions®

**RATH**



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- Strong negotiation and account management skills
- Ability to interpret technical drawings (AutoCAD knowledge a plus)
- Willingness to travel up to 30% across Americas

Experience in heavy industrial sectors (e.g., refractory, glass, steel or high-temperature applications) is advantageous.

**WHAT WE OFFER:**

- Competitive base salary
- Performance-based incentive tied to revenue and margin
- Clear long-term growth trajectory
- Structured succession planning and knowledge transfer
- Career opportunity within a globally integrated industrial group

If you are a revenue-focused sales professional who thrives in complex solution environments and wants long-term growth, we invite you to apply.

Apply here: [bewerbung.vie@rath-group.com](mailto:bewerbung.vie@rath-group.com)

**Let's shape the future together - we look forward to your application!**