



SUBSIDIARY OF AMPHENOL

Sales Project Manager Full-time (m/f/d) (Pforzheim, DE)

About Our Company

Amphenol is one of the largest manufacturers of interconnect products in the world. The company designs, manufactures and markets electrical, electronic and fiber optic connectors, coaxial and flat ribbon cable and interconnect systems. Kaye, as a subsidiary of Amphenol, has been at the forefront of high accuracy process measurement for more than 60 years. For applications from thermal process validation and environmental monitoring to sensor calibration, Kaye technology has provided the most accurate and user-friendly measuring systems available in the market today. Kaye equipment has become the standard for helping customers increase validation process efficiency and document the results.

JOB DESCRIPTION

Major Responsibilities

- Conducting and management of professional technical consulting for key projects and customers
- Establish and drive challenging and complex customer projects as a project leader Interface project requirements with Global Monitoring Project Management team in US
- Manage expenditures and region profitability of monitoring solution business
- Acquisition of projects and clients in GxP regarded industry segments of Pharma, Food, - Biotech in the regions, with cooperation of EU Account Managers
- Managing technical and commercial support of existing customers and sales partners; Communicate new products, services, and other developments to existing and potential accounts
- Interface with local Sales, Customer Service, Marketing, Finance, Production, and R&D functions
- Closely working with marketing to enlarge the presence of EMEA KAYE monitoring solutions; - Preparing and conducting sales presentations;



Participation, planning and execution of trade fairs and digital events

- Participation and assistance in New Product Development (NPD) and New Production Introduction (NPI)

Qualifications

- Must have the right to work in Germany
- Bachelor's degree in Engineering or equivalent
- 5+ years in a project management role
- Proven industrial technical understanding and expertise in instrumentation, process automation and validation
- Knowledge and experience in IT (Windows/Linux, On-premises/Cloud) and industrial automation, familiar with typical SCADA system and its application system such as building management system, environment monitoring system are highly desirable
- High level of interpersonal and excellent cross-functional and intercultural communication skills required
- Intrinsic motivation, positive manner and be able to prioritize, multi-task, and work in a fast paced, changing environment
- Critical thinking, customer driven, team spirit as well as goal- and solution-oriented action
- Professional commitment to customer satisfaction
- Computer literacy in Microsoft Office (Word, Excel, and PowerPoint) is required
- Industry knowledge/experience in Pharmaceutical and BioTech Thermal Validation is a bonus

We offer you a secure and varied job with the market leader, an appropriate remuneration package and the opportunity to contribute to a growth-oriented and dynamic company.

Please send us your detailed application documents stating your salary expectations to the following e-mail: Jobs-Pf@amphenol-sensors.com

