



Osborn is a technology leader and the world's largest manufacturer of tools for mechanical surface treatment solutions. Our core products include technical brushes, polishing tools and compounds as well as grinding tools. We supply our high-quality products to an international clientele from a wide range of industries as well as the wholesale trade.

For our sales department in Valencia we are looking for a new team member:

Technical Sales (m/f/d)

Your Responsibilities:

- Act as the primary contact between Osborn and our customers
- Conduct regular customer visits and document them via our CRM system
- Identify customer needs and recommend suitable technical solutions through our Osborn products, keeping in mind the standard product range
- Monitor customer orders and ensure timely delivery confirmations
- Gather market insights and forecast orders to support sales planning
- Review price lists and suggest pricing and sales strategies to the Sales Manager
- Coordinate product testings with customers, quality and operations departments
- Implement our customer focus strategy by supporting clients to achieve mutual business success and maximize profitability

Who You Are:

- At least 5 years of experience in a sales-related position, ideally in a technical field
- Professional experience in a comparable position is beneficial
- Practical knowledge in mechanical engineering or related technical areas
- Fluency in English, spoken and written
- Availability to travel regularly within the assigned territory (Northeast Spain)

What We Offer:

- Exciting long-term projects in a stable and growing international company
- A Company car will be provided
- To balance family and career, we create the best conditions with our hybrid working model
- Attractive, performance-based salary, including regular sales bonuses
- A motivated team and opportunities to shape your role proactively
- Work in a future-proof and international environment

If you are enthusiastic about this opportunity, send us your complete job application. Contribute yourself and your ideas, we look forward to hearing from you.

Osborn - Unipol, S.L.
Human Resources — Carla Salgado
E-Mail: hr@osborn-unipol.pt