



The future of metal printing is on the horizon

Discover the new player in metal additive manufacturing delivering high-end surface aesthetics for functional parts

Vienna/Full-Time

Sales Representative/Key account Manager (M/F/X)

About incus

Incus GmbH is in the Technology Center Seestadt Vienna and specializes in the development and production of materials and generative systems for additive manufacturing (3D printing) of components made of high-performance metals. The company operates with its innovative products in a growing, international business environment.

At Incus, we embrace continuous change and improvement, bringing both to the mutual benefit of our clients and ourselves. We are looking for like-minded people who can share our passion for technology and freedom to innovate. As a Sales Representative/Key Account Manager, you will work in a fast-paced and hands-on business environment, develop sales strategies together with Incus leadership and maintain key relationships with existing and new clients.

Responsibilities:

- Support the development of a consistent sales pipeline for 3D printing solution and meet or exceed quarterly and annual unit and revenue sales targets by prospecting, account calls, demonstrations, and other sales activities.
- Establish a professional, working, and consultative relationship with clients and address their needs to drive fulfillment of work on the part of the customer.
- Analyze the customer and competitor market and provide detailed, informative, and accurate quarterly forecasts & reviews
- Coordinate with other individuals within the company to ensure high levels of customer satisfaction
- Participate in industry trade events in Austria and abroad



The future of metal printing is on the horizon

Discover the new player
in metal additive manufacturing
delivering high-end surface
aesthetics for functional parts

Required skills and experience:

- Ideally 2 years+ of experience in technology sales, 3D Printing sales experience a strong benefit
- Successful and proven track record of reaching sales targets and ability to develop business through marketing and other lead generating activities
- Customer focused and service oriented
- Fluency in German and English (written and spoken) as well as strong presentation skills
- Intercultural affinity and the willingness to travel internationally
- Driving license B

We offer:

- A long-term commitment in an international and growing high tech industry sector
- Career opportunities in a growing work environment
- A dynamic team
- For this position the minimum income as per Austrian collective bargaining agreement is € 41.691,44 gross annually, with a willingness for overpayment according to proven qualification and experience.

Did we catch your interest? →

We are looking forward to receiving your resume and CV to office@incus3d.com. Please feel free to contact us if you should have any questions.