



We are an engineering company engaged in the development and production of specialized environmentally friendly refrigeration technology. The technology used and integrated by MIRAI INTEX with innovative solutions opens new horizons in the field of cooling at ultra-low temperatures, aiming to minimize the negative impact of human on the environment. We offer our employees a unique opportunity to be an active part of a growing company, the ability to gain unique experience in a very interesting and innovative field.

**For our growing manufacturing plant in Brno we are currently looking for talented and driven colleagues for following positions:**

## SALES REPRESENTATIVE

### JOB DESCRIPTION:

- Search and attract new clients and partners.
- Work with the company's existing client and partner base.
- Negotiate and conclude business contracts.
- Develop and implement a strategy for promoting our products on the market.
- Participate in professional conferences and seminars, where you will present the company and continuously learn about developments and innovations in the refrigeration industry.
- Sell MIRAI products, achieving set sales goals.
- Expand the company's client base.
- Thoroughly understand all the competitive advantages of MIRAI technology and equipment.
- Provide comprehensive training to MIRAI customers.
- Prepare presentations and cooperate with marketing to optimize product advertising.
- Present MIRAI products by all available means.
- Participate in professional conferences and seminars, where you will present the company and continuously learn about developments and innovations in the refrigeration industry.
- Maintain all sales documentation in the MIRAI internal system.
- Managing sales-related processes (from first contact with the customer to machine delivery).
- Sharing machine delivery information with the service team to provide ongoing customer support.
- Working with the integration engineer to help customers integrate our equipment.
- Working with the product manager to expand the applications and effects of MIRAI machines.
- Working with the analytics team to request market analysis for sales needs.

### REQUIREMENTS:

- Secondary/university education in a technical field; ideally with a focus on mechanical engineering.
- At least 3 years of experience in a similar position.
- Experience in selling cooling equipment or other equipment for the chemical or medical industry.
- Good user skills in working with a PC (especially MS Office).
- Experience with CRM systems and sales management programs.
- English at a level that allows communication with foreign clients and partners.
- Driver's license group B, active driver

### WHAT DO WE OFFER YOU:

- Interesting work in an international environment in a technologically unique field.
- Space to apply your experience with maximum self-realization.
- Opportunity to actively participate in the growth and development of the company.
- Pleasant and motivated team.
- Very good financial evaluation with a combination of fixed salary + bonuses.
- Flexible working hours.
- Free coffee and drinking regime at the workplace.
- Use of the cryochamber.



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CV DIRECTLY**