



# International B2B Sales/ Application Engineer (f/m/x)

**Regions:** EMEA**Date of Joining:** Instantly**Employment Type:** Full-time

## Drive International Growth. Build Markets. Create Impact.

Since 1987 Microplex Printware AG has been delivering highly reliable, industrial printing technology to customers of all sizes and industries worldwide.

Headquartered in Varel, Germany, we develop and manufacture **professional printing solutions** that are integrated into customer applications through a **global network of qualified sales, service and solution partners**.

To accelerate our strategic expansion across the **EMEA region**, we are seeking a high-performing, sales-driven and technically skilled

### **International B2B Sales/Application Engineer (all genders)**

who takes ownership of sustainable revenue growth and long-term market development.

### **Your Mission**

Your role combines hands-on technical application support with strategic sales initiatives, enabling international sales growth and expanding our partner network across the EMEA region.

### **Key Responsibilities**

- Deliver high-end, technical demonstrations of our product portfolio to potential customers and business partners to illustrate value and functionality
- Identify and evaluate customer needs, provide tailored solutions, and ensure successful integration of our products into customer applications
- Cooperate with existing business partners and identify new business opportunities
- Develop new sales markets and establish new business partners and sales channels
- Regular support of sales partners and customers
- Participate in international trade shows, sales meetings and other events
- Preparation of sales and revenue forecasts and regular reporting with continuous documentation
- Qualify sales leads generated by our website
- Quoting and Processing of sales projects
- Work closely with product management and marketing team

### **What You Bring**

We are looking for a results-driven sales professional with a strong track record in technical B2B environments.

- University degree or equivalent qualification with solid experience in engineering (Mechanical, Electrical), or a related technical field
- Proven success in B2B technical sales, ideally in industrial printer sales
- Strong partner development and relationship-building skills
- Willingness to travel within the EMEA region
- Business fluent in English (additional language skills are an advantage)
- Confident handling of modern ERP and CRM systems
- Independent and reliable work with high team ability
- Strong negotiation, communication and presentation skills, as well as experience in using social media

### **What We Offer**

- Permanent employment contract for candidates based in Germany
- International applicants welcome; collaboration possible via independent contractor or service agreement
- Remote-first role with flexible working agreements
- Direct impact on international market expansion
- Flat hierarchies and short information paths
- Professional and personal development opportunities
- Team-building events

### **Ready to take ownership of international growth?**

If you are motivated to build markets, drive revenue and shape the future of industrial printing technology, we look forward to receiving your application.

Please send your complete application documents and your earliest possible starting date to [jobs@microplex.de](mailto:jobs@microplex.de)

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