

We are looking for an:

SALES ENGINEER ADDITIVE MANUFACTURING

Is this you?

To realize our ambitious growth plans (*plans for world domination*) in the field of 3D Printing (Additive Manufacturing), we are looking to add enthusiastic people to our team who are as passionate about the technology as we are.

As Sales Engineer, you are the direct link between the customers and Xilloc. You grow our 3D Printing business layer-by-layer by finding the right prospects and relevant applications and turning them into new customers with whom you develop long term relations so they become key accounts. You will represent Xilloc mostly in Europe at relevant events, fairs and congresses. Also you will support product-development with the objective to start volume manufacturing projects.

Preferably you have a background in sales of metal parts. This will be a sales position with responsibility for our industries: Industrial, Aerospace, Automotive, and Consumer. A background in manufacturing and a working knowledge of CAD is desirable. Familiarity with metallurgy is a plus.

We offer a fulltime position in a very innovative and multicultural company based in the Limburg region in the Netherlands for a driven team-player who doesn't mind going the extra mile.

Duties & Responsibilities:

- Prospecting for new customers in Europe;
- Identify prospect and or customer needs;
- 10+ prospecting calls per day;
- You are dedicated to meet or exceed your sales target;
- Travel to customers' and prospects' facilities as needed;
- Travel to and work trade shows to promote the application of our processes;
- Co-engineer Additive Manufacturing / 3D Printing applications together with customers;
- Discuss and collaborate with Lead CAD engineer and production engineers to prepare for proper offer content;
- Can facilitate a sales cycle that can be as short as 04-72 hours with a high closing-to-RFQ ratio.
- Calculate and present offers & follow up on quality and customer satisfaction; use and maintain our CRM-System
- Evaluation of the Additive Manufacturing / 3D Printing potential of new projects and customers;
- You are account manager for the key clients;
- Your report directly to the Chief Executive Officer of the company;
- You are a team player with the other Sales Engineers and Business Developers;

Desired skills and experience:

- Previous experience in a commercial B2B position is essential;
- You are strong communicator and a good listener;
- You are very organized, and work with an accurate planning;
- Project management skills are required;
- Excellent project oversight skills;
- Viewed as knowledgeable in AM/RP/3DP by company and customer;
- Three to five years' experience with, preferably AM/RP/3DP, sales or sales support;
- Knowledge of business applications of Additive Manufacturing / 3D Printing applications is an asset;
- Works with the sales team to build an effective account plan and strategy to drive incremental revenue in the account;
- You are result-oriented and are poised with a commercial flair;
- You are flexible and willing to travel;
- You have a network within different industrial sectors;
- Preferably Dutch, and German or/and French speaking. English is a must;

About Xilloc:

Xilloc is a company specialised in custom products, mainly for high quality medical applications such as Patient-Specific-Implants, Surgical Guides and Anatomical Models. Xilloc designed and produced both the world's first 3D printed cranial plate as well as the first full 3D printed mandible. After our decision to become market leader in this field an industrial division emerged, printing industrial, automotive and satellite parts, to speed up this process. And to answer need for similar high quality parts in industrial applications and we are dedicated to push Xilloc to the highest standard also in the field of industrial 3D Printing for polymers, metals and ceramics. The company uses state-of-the-art design and manufacturing methods, including a wide range of 3D Printing technologies. Our experts also provide services such as Additive Manufacturing & 3D Printing consultancy, technology and knowledge transfer, re-design advice and small batch production for high-quality industrial and medical parts. As an example, Xilloc helped to produce the world's first 3D printed aluminium guitar!

Are you interested? Send your CV and cover letter to:
(A video-CV would be nice!)

jobs@xilloc.com