



HECHT. We care. As a family-owned powerhouse specializing in safe bulk material handling, we take pride in delivering tailor-made and efficient solutions. Our expertise spans machines and plants for internal raw material transport, alongside cutting-edge mechanical process engineering for bulk materials. We excel in Discharging, Pneumatic conveying, Dosing, Filling, Sampling, and Single-Use Technology, meeting high containment requirements.

We are looking for an experienced Independent Sales Representative (m/f) for the Chemical, API and Battery Industry in the USA

As an independent sales representative for HECHT Technology Inc., your role is integral to our growth strategy in the chemical industry, API, and battery sector within the United States. In this capacity, you and your team are expected to diligently market, advertise, promote, and solicit the sale of HECHT Technology Inc.'s products and services to both prospective and existing customers. The specific territory will be defined through mutual agreement, aligning with growth targets set collaboratively between you and the sales management of HECHT.

demanding | versatile | independent – your responsibilities

- ♦ Visit existing and potential customers to identify sales opportunities & customer requirements, recommendation of HECHT products & services to meet customer needs, address customer service issues, identify key customer contacts & decision makers and develop business relationships within assigned territory.
- ♦ Market, advertise, promote, and solicit products and services offered by HECHT Technology Inc. to potential and existing customers within an assigned territory.
- ♦ Develop relationships with equipment users & key decision makers in development, technical services, production, engineering and purchasing.
- ♦ Actively manage & personally handle the sales cycle from initial inquiry to order placement. Coordinate and lead of the technical & commercial discussion with the customer, ongoing communication with the customer, product & proposal presentations.
- ♦ Support proposals and quotation process in conjunction with HECHT process equipment, engineered equipment, spare parts and engineering support services as appropriate based upon direct communication and interaction with customers in the development of system specification and design.
- ♦ Ensure that the commercial & contractual terms of sale for all customer orders are consistent with HECHT company policies & guidelines.
- ♦ Develop customer loyalty through assisting and communicating customer problems & services issues to the appropriate departments/customer service areas within HECHT.
- ♦ Identify and explore sales leads from various sources through telephone contact and face to face meetings.
- ♦ Coordinate and conduct presentations on HECHT products and technologies to existing and prospective customers.
- ♦ Develop a solid understanding and knowledge of the core process technologies associated with the process equipment lines manufactured by HECHT.



- ♦ Identify new customers and opportunities for HECHT products & services through professional networking, attendance at trade shows.
- ♦ Represent HECHT at assigned trade shows.
- ♦ Attend and participate in regularly scheduled sales meetings at HECHT Germany.
- ♦ Regularly report information on current market activity, trends and competitive information to HECHT sales management.

competent | authentic | hands-on – your profile for HECHT

- ♦ Work experience in the sales of products requiring extensive customer counselling, preferably in the field of special machinery and plant engineering.
- ♦ Experience in bulk handling technology.
- ♦ Existing network in your area of representation.
- ♦ Ideally already active as a commercial agency representation with companies suitable to HECHT product portfolio.
- ♦ Negotiation skills, self-confidence and taking pleasure in dealing with customers.
- ♦ Commitment, willingness to travel, organizational and communication skills.

based on partnership | value-oriented | safe – your future with HECHT

- ♦ Working with an innovative, modern family business and shaping the company's success story.
- ♦ Long-term partnership and respectful, trusting cooperation with our sales colleagues.
- ♦ Defined but non-exclusive sales area.
- ♦ Interesting, innovative range of high-quality products.
- ♦ A well experienced sales and engineering team at the headquarters in Germany.
- ♦ Existing customer base in the USA.
- ♦ Well known by the global acting chemical companies.
- ♦ Hecht Technology Inc. Sales Office in Chicago and domestic warehousing.
- ♦ Attractive and performance-oriented commission income.

HECHT provides equal employment opportunities to all employees and applicants for employment, and prohibits discrimination and/or harassment of any type without regard to race, color, ethnicity, creed, religion, age, sex, national origin or ancestry, disability, genetics, veteran status, sexual orientation, gender identity, or any other characteristic protected under applicable federal, state, or local law.

We look forward to receiving your application!

Mrs. Angie Hoelig
Operations Manager

☎ +1 847 987 9257

a.hoelig@hecht-technology.com

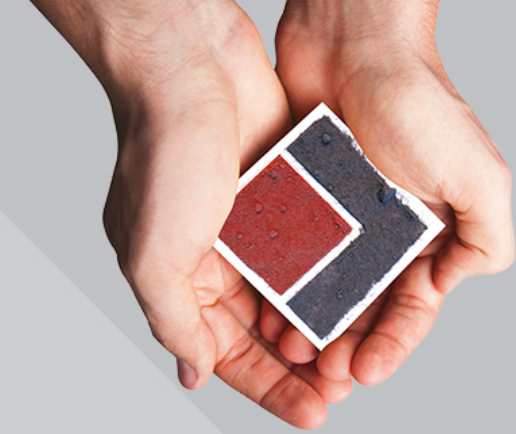
www.hecht-technology.com

HECHT Technology Inc.

150 N Michigan Ave, 35th Floor
CHICAGO IL 60601
USA

Mobile
E-Mail
Internet

+1 847 987 9257 Phone +1 312 763 2161
sales@hecht-technology.com
www.hecht-technology.com



Apply Now

First Name:

Last Name:

Email:

Phone:

City:

State:

Message:

HECHT Technology Inc.
150 N Michigan Ave, 35th Floor
CHICAGO IL 60601
USA

Phone +1 312 763 2161
Fax +1 312 655 0738
E-Mail sales@hecht-technology.com
Internet www.hecht-technology.com