



Pre-Sales Engineer

AGS Pietsch

The essential goal that underpins everything we do: Full customer satisfaction

AGS PIETSCH is the AGS Group's German specialist in archiving, storage, management, security, destruction, and disposal of physical and digital records and documents, as well as electronic media. With more than 400 employees globally, our archive logistics network extends across 23 locations in Europe and many other locations worldwide.

We are currently recruiting a **Pre-Sales Engineer** for our team in Berlin.

POST DESCRIPTION

Your responsibilities will include, but are not limited to:

- Project planning, development, and controlling with the help of company resources.
- Reporting to higher-level departments through the Group's internal CRM system.
- Processing tenders.
- Collaboration in the analysis and development of marketing strategies.
- Collaboration in customer acquisition and acquisition of new business in the field of digital archiving.
- Expanding and maintaining existing business relationships and developing new synergies of customers in the field of digital archiving, including preparing quotations and concluding contracts.

PROFILE

- Ideally a degree in a relevant field and/or initial industry specific experience in sales
- A functional understanding of digital documents technology and a basic understanding of the technical processes
- Native level German and fluent business English
- Driving License class B
- A reliable and independent working style, team spirit, and initiative in equal measure
- Excellent communication skills, negotiation skills, customer orientation, and excellent problem-solving skills

THE OFFER

Open-ended contract with a probation period.

- A company vehicle (also for private use)
- Flexible working time model, including the option of working from home
- Collegial working environment with flat hierarchies
- The possibility of national and international business travel
- Structured and clearly defined work processes



- Voluntary employer benefits
- A safe job, even in times of crisis

Are you interested? Send us your application today with your CV and date of availability to the following email address: info.germany@agsrm.com.

General Recruitment Terms and Conditions

Although we appreciate all applications, we can only correspond with short-listed candidates. Should you not have received feedback on your application within four weeks of applying, please consider your application unsuccessful.

AGS reserves the right to withdraw any advertised vacancies at any time and at its own discretion, as well as the right to not make a placement.

Unsolicited submissions from recruitment agents will not be considered.

The interviewing and appointment process will take place in accordance with the AGS Group's policies and procedures and may involve several steps.

By submitting your application, you agree and consent to the processing, administration, and archiving of your personal data contained in your CV and other application documents, in accordance with the relevant legislation (as may be amended) for the purposes of the registration and recruitment of candidates.

AGS strongly promotes diversity in our workforce, and applications from all sectors of society are encouraged. However, as an inherent requirement of the position, the successful candidate must have the right to live and work in Germany.