

A history marked by innovative strength and service for our customers have made Kautex Maschinenbau the world's leading company in extrusion blow molding – because plastics and sustainable innovations are our passion. At Kautex Maschinenbau, we realize intelligent production solutions for value-added articles. But we want more: our vision is to be a pioneer of change and value creation together with our customers and partners. **Be One – with customers and partners.**

We are looking for a

Pre-Sales Manager (Plastics) (m/f/d)

Main tasks

- Development of technical solutions based on customer requests
- Development and offering of alternatives solutions (think out of the box)
- Risk estimation of the developed solutions
- Close exchange with Sales Manager (single point of contact)

Tasks

- Specifying the needs for designing the article, extrusion and machine solution as well for the automation
- Coordinating cross-functional meetings for solution development (involvement of technical specialists)

- Requesting offers from suppliers based on technical specifications
- Initiating the calculation for the developed solution
- Documentation of the solution, following the structure (Stage-Gate)
- Adapting and developing databases for future technical solutions
- Regularly verification of improvements and use of best practices
- Debriefing the solution and gathering experiences of executed projects for risk mitigation (Lesson Learned)
- Considering state-of-the-Art applications during the development process
- Contribute at the regular team meetings



Requirements

- Degree in plastics technology, alternatively mechanical engineering, process technology or materials science each with the specialization on plastics (Bachelor-degree is a minimum criteria, Master-degree is preferred)
- Work experience preferred
- Experience in specifying of extrusion blow molding machines preferred
- Experience in plastics processing and/or in packaging area preferable
- Strong communication skills, assertiveness and ability to set priorities
- Teamwork skills and high social skills
- Good English skills as well as German, another language will be a benefit
- Alignment of our interests and the expectations of customers
- International travel readiness, travel volume estimated with 20%
- Computer skills: Minimum MS-office applications, ability to act with 2D drawing tools preferred

We offer you

- the opportunity for modern and innovative thinking - be part of the answer and develop solutions for one of the most important raw materials on earth - plastic
- a diverse work environment - where we meet people of all nationalities on a daily basis and are collegial in our dealings with them
- the chance to breathe and live innovation with all your colleagues - bring your revolutionary ideas to life with us, focused on our customers and partners
- modern structures - through an adaptable and changing workplace in a leading international

company in the blow moulding industry

- time for all the important things in life - through flexible working hours and hybrid working
- room for self-realisation - through the requirement for independent, autonomous work in a motivated team with short decision-making processes
- personal and professional prospects - by offering sustainable additional benefits such as a company pension scheme, company fitness, bike leasing, etc.
- self-determination over your future - as we promote individual advancement of potential and expertise through continuous and flexible further development in and with the organisation

Compact

- Field of activity: Pre-Sales
- Employment relationship: Full-time
- Good income and social benefits according to the collective agreement for the chemical industry

We look forward to meeting you!

Are you interested in this task? We look forward to receiving your application!

Please send your detailed application documents – preferably by e-mail – to:

Kautex Maschinenbau GmbH

Mr. Ralf Nolden

Human Resources

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If you have any questions, please do not hesitate to contact **Mr. Ralf Nolden** on +49 228 489- 425.