

# Sales Engineer Food

As a Sales Engineer Food, you are the technical backbone of our Sales team. You work closely with Account Managers, R&D, and Engineering to translate customer requests from the food processing industry into feasible, innovative, and profitable concepts. You combine in-depth technical expertise with commercial insight and, together with the team, determine how we can best support our customers.

The food industry is a new and rapidly growing market for AWL. This means a strong pioneering spirit, intensive customer interaction, and contributing to solutions that often do not yet exist. It is precisely this dynamic that makes your role challenging and versatile: you actively contribute to the positioning and growth of AWL within this sector.

Your responsibilities:

- Analyze customer requests and define the technical framework for winning concepts.
- Develop new concepts and advise on technical choices.
- Coordinate the quotation process and document technical specifications, planning, and boundary conditions.
- Visit customers (nationally and internationally) for technical clarification and alignment.
- Handover projects to Project Management and remain the Sales point of contact during execution.