

## **. Sales Engineer Intern**

### **Position Overview:**

We are seeking a skilled and dynamic Sales and After-Sales Engineer to join our growing team. This hybrid role involves managing the sales process for our AI-based optimization solutions as well as overseeing the successful installation, commissioning, and implementation of our systems at client sites. The ideal candidate will have a background in mineral processing, metallurgical, mechanical, control and automation, or chemical engineering, combined with strong project management and customer relationship skills.

### **Key Responsibilities:**

#### **Sales**

- Develop and maintain a deep understanding of OPTECS' AI-based optimization solutions and their application in mineral processing plants.
- Engage with prospective clients, present technical solutions, and tailor proposals to meet client needs.
- Lead technical discussions and solution demonstrations, providing detailed explanations of system benefits and operational advantages.
- Collaborate with the business development and marketing teams to align sales efforts with broader company goals.
- Prepare technical quotations, manage contracts, and close sales.

#### **After-Sales Project Management**

- Serve as the primary point of contact for clients after a contract is signed, ensuring smooth installation and commissioning of the AI solution.
- Manage end-to-end project execution, from system setup through commissioning and client handover.
- Coordinate with internal teams, external contractors, and client stakeholders to ensure project timelines and budgets are met.
- Conduct on-site supervision and training to ensure the proper integration of OPTECS solutions into the client's operations.
- Troubleshoot and resolve any technical issues during and after the implementation phase.

- Provide continuous client support, addressing concerns, feedback, and ongoing optimization needs.

**Qualifications:**

- Bachelor's degree (or higher) in Mineral Processing, Metallurgy, Mechanical Engineering, Control and Automation, Chemical Engineering, or a related field.
- Experience in a technical sales or project management role, preferably in mineral processing, metallurgical plants, or industrial automation is a plus.
- Strong technical knowledge of mineral processing equipment and operations.
- Experience with AI-based solutions or automation systems is a plus.
- Excellent project management skills with the ability to oversee multiple projects simultaneously.
- Strong communication and interpersonal skills with the ability to manage client relationships and work with diverse teams.
- Willingness to travel to client sites as needed.

**Information:**

If you believe your profile could be a good match to this Sales Engineer Intern position, apply now!

Sent your CV at [admin@optecs.nl](mailto:admin@optecs.nl).

After the screening of all the CVs received, we will contact the candidates who meet the requirements of the job to arrange an interview. All applications are considered strictly confidential.