

Technical Sales Engineer

(m/f/d)

 **FULL TIME**  **HYBRID (GILCHING)**

What do Formula 1 racing cars, aircraft engines, drones and wind turbines have in common? In all these applications and many more the aerodynamics are optimized and controlled by products from us - Vectoflow. From an individual probe to a complete system: using 3D printing and smart software solutions, we develop individual flow measurement technology that adapts perfectly to the area of application and delivers reliable results even under difficult conditions.

Vectoflow is a young, innovative, and creative company. We value creativity, team spirit and the courage to break new ground. As a driver of innovation in the field of probes and measurement technology for promising industries such as drones, aerospace, wind energy and aerodynamics, we are already active in our target markets worldwide. Based in Gilching, we serve customers in Europe, Asia, and North America.

Who are we looking for? People who think like we do and who want to make a difference! Because we offer the opportunity to develop in flat structures and to advance our company together. Our team is diverse, international, and passionate. With us, attitude counts just as much as experience and the will to succeed! As Sales Manager you will be at the heart of our client relationship and be the turbo that enables growth at Vectoflow.

RESPONSIBILITIES

- Execute Vectoflow's business and sales strategy
- Be the main contact for our clients with complex solution requirements and help them solve their problems
- Identify, win and grow strategic customers worldwide
- Understand customer requirements and translate them into technical and commercial solutions
- Drive the full sales cycle: requirements analysis, proposal preparation, negotiation, closing
- Conduct market and competitive analysis to identify new opportunities
- Build and manage a solid pipeline in our CRM
- Represent Vectoflow at international trade fairs, conferences and customer meetings
- Work closely with our engineering team to shape new products and applications

QUALIFICATIONS

- 5–10 years experience in technical B2B sales or business development
- Technical background: mechanical engineering, aerospace, industrial engineering – or similar
- Experience in aerospace, turbomachinery, drones, wind energy, automotive R&D or related fields
- Strong communication and negotiation skills
- Ability to think strategically and execute hands-on
- Entrepreneurial mindset with a proactive, solution-oriented approach
- Comfortable in a fast-paced, high-tech environment
- Fluent in English and German

YOUR BENEFITS

- Work on cutting-edge aerospace and flow measurement technology used in aircraft, drones, turbomachinery and advanced engineering applications
- Direct exposure to customers ranging from research institutes and startups to global technology leaders
- A highly motivated international team with short decision-making paths
- Real ownership and the opportunity to shape Vectoflow's commercial growth
- Direct collaboration with engineering, production and leadership
- Flexible working hours and a hybrid working model
- Subsidized lunch in our canteen
- Deutschlandticket subsidy
- Modern office and production facilities in Gilching near Munich
- International travel opportunities including trade shows, conferences and customer visits
- The chance to grow together with a fast-growing aerospace and deep-tech company



APPLY NOW

Ready to take the next step in your career?

Join a team where innovation, collaboration, and curiosity drive everything we do. If you're excited about shaping the future with us, we'd be happy to get to know you. Please send your CV and cover letter to:



hr@vectoflow.de