

Sales Engineer / Technical Business Developer – Germany

A highly autonomous commercial and technical role serving the aerospace, space and defence markets

EMPLOYER Coriolis GmbH	LOCATION Augsburg preferred; open within Germany	LANGUAGES German & English fluent, French a plus
SCOPE Germany and other territories	TRAVEL Frequent customer and industry travel	PROFILE Technical sales / business development

Coriolis in Germany

Coriolis designs and manufactures Automated Fiber Placement (AFP) machines and the associated digital tools used to automate the production of high-value composite parts. Coriolis already has a strong and established presence in Germany, with several machines installed and operating in industrial environments and research organizations. This existing customer base provides a solid foundation for further growth, combining local market development with long-term support for installed equipment, upgrades, services and new projects. Coriolis GmbH provides customers with local support, backed by the expertise of the teams in France.

The mission

Develop Coriolis' business and market presence primarily for Germany but for other territories by combining technical understanding, structured prospecting and long-term customer relationship management. As a local representative of Coriolis GmbH, you will operate with a high level of autonomy while maintaining close and effective coordination with the Group headquarters in France.

Your objective is to identify, qualify and convert business opportunities for Coriolis solutions across machines, digital solutions, engineering studies and customer services, primarily within the aerospace, space and defence sectors.

Your responsibilities

Business development and sales

- Build and manage a robust pipeline of qualified opportunities in the assigned territory
- Identify new customers, programmes, decision-makers and industrial partners through direct prospecting, networking, referrals and market intelligence
- Promote the full Coriolis portfolio: Automated Fiber Placement (AFP), digital solutions, engineering services, technical support, maintenance, spare parts and training
- Understand customer needs, industrial constraints and investment drivers, then coordinate the development of the most relevant technical and commercial solution
- Prepare commercial proposals with the French headquarters, manage follow-up, lead negotiations and support the process through contract signature
- Develop relationships with existing customers and identify opportunities for upgrades, services, software and new equipment
- Monitor market trends, competitors, programmes and investment projects in aerospace, space and defence.

Technical and customer interface

- Act as the first local contact for prospects and customers, translating operational challenges into clear technical and business requirements
- Engage credibly with engineering, manufacturing, procurement and executive stakeholders
- Understand composite manufacturing principles and progressively build strong expertise in Coriolis technologies and applications
- Coordinate feasibility assessments and internal contributions from sales, engineering, software, service and project teams.

Territory representation and internal coordination

- Represent Coriolis GmbH at customer sites, trade fairs, conferences, professional associations and technical events
- Create and maintain a strong local network within the German industrial ecosystem
- Maintain disciplined CRM data, forecasts, opportunity reviews and regular reporting
- Work effectively with the French teams, adapting communication to cultural differences
- Contribute to the development and visibility of Coriolis GmbH in line with the Group's strategy.

The profile we are looking for

- Engineering degree or equivalent technical education, preferably in mechanical engineering, mechatronics, industrial engineering, materials or composites
- Successful experience in technical sales, capital equipment, industrial solutions or business development
- Good knowledge of at least one of the following sectors: aerospace, space or defence, with the ability to understand their industrial environment and long sales cycles
- Ability to understand composite materials and manufacturing processes. Direct composites experience is preferred, but a strong technical learning capacity is essential
- Fluent German and English are required. French would be a strong advantage for effective interaction with the headquarters and technical teams in France

What will make you successful

- Autonomous, accountable and able to make decisions
- Well organised and effective when working remotely
- Able to work effectively across French and German cultures
- Interested in technology, composites and industrial automation
- Driven, persistent and comfortable opening new doors
- Able to build a network and turn leads into opportunities

Working environment

This position is employed by Coriolis GmbH. Augsburg region is the preferred base as we have our German office there and because where most of our equipment are currently installed. The role requires regular travel within Germany and internationally, together with periodic presence at the Group headquarters in France for coordination & training.