



Leading Vision.



Are you looking for a creative and diverse sales position within a committed team? Join us in a stable and innovative company that has been setting market trends for over 35 years, rather than just following them.

Join us to find your dream job as an

Account manager (M/F)

in a full-time permanent position.

STEMMER IMAGING is the leader in integrating innovative solutions in industrial vision: machine vision and artificial vision are now indispensable in many sectors of everyday life. Together, let us help shape an industry of the future with a multitude of exciting applications – from advanced industrial production to intelligent infrastructure, as well as healthcare, life sciences, sports, and entertainment. As value added distributor, we serve the market in an optimal way: distribution of vision hardware- and software, delivery of development- engineering- and manufacturing services and own IP products.

The STEMMER IMAGING UK team consists of colleague account managers, inside sales and technical support staff. Next to this, you will be part of an international sales organisation with lots of possibilities to interact and share experiences with peers in other countries.

We are looking for a driven Account Manager who makes the difference in complex sales processes. The working area for this role is around the Midlands / North of the UK. Are you living in this area and are you a real hunter with knowledge of vision technology? Then we welcome you to apply for this job.

What will your tasks be?

- Within the sales team you are responsible for sales in the assigned area in the UK. Our customers are renowned machine builders, integrators and end customers in the diverse markets that are served by STEMMER IMAGING. An important part of the role is to develop new customers with our proposition of STEMMER IMAGING as a value-added distributor.
- You highly contribute to the transition that STEMMER IMAGING has implemented. Next to hardware- and software distribution we accelerate more in project-, engineering- and manufacturing services. With your skills for solution- and consultative selling you successfully contribute to the growth ambitions of STEMMER IMAGING.
- Transparency and 'know your customer' are important values in our sales process. A structured way of maintaining and planning your sales activities in our CRM system (Salesforce) are essential.
- Keep your technical knowledge of the latest products in our portfolio up to date
- The role is focused on new business development, so we are looking for a sales hungry hunter with high motivation/drive for sales success

What we offer:



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- Recognition: A corporate culture based on collaboration and appreciation of our employees. We are a market leader with an excellent reputation and a product portfolio that includes world-renowned brands. You will be part of a committed and growing team, making us a provider of innovative technologies in our sector.
- Teamwork: A pleasant and friendly working environment with a dedicated team.
- Development: Opportunities for continuous training and personal development to advance your career.
- Compensation and benefits: Attractive compensation and 25 days of Holiday per year plus enhanced pension and healthcare. Furthermore, a mobile phone and a company car, which you can also use privately, re part of the basic equipment for your successful work in this position.
- Telecommuting: The necessary conditions for remote work are in place.
- Work location: Remote working.

Desired profile:

- A proven track record in selling complex technical products or solutions in a B2B environment. Experience in the field of machine- and artificial vision is a plus, but not a requirement.
- Having technical knowledge about vision technology (2D/3D camera's, optics, light, frame grabbers, software), AI and embedded solutions is a plus.
- You stand out with your confidence, consulting, and problem-solving skills. You have the ability to identify customer needs and generate tailored and economically viable solutions.
- As the role has the focus on creating new business at both existing and new customers, a strong commercial drive and 'can do' mind-set is crucial to be successful.
- You have experience with structured sales processes and a deep understanding of success factors in a complex sales scenario, including documenting commercial activities in a CRM system.
- You are motivated to achieve and exceed your quantitative and qualitative goals. You demonstrate responsibility, initiative, and excellent communication skills in English.

Ready to meet us?

Send us your CV online via our website or by email, c.pitt@stemmer-imaging.com along with a cover letter explaining why you are interested in this position.

We will contact you promptly and look forward to getting to know you!

If you have any questions beforehand, don't hesitate to call us!

You can find all the information at www.stemmer-imaging.com