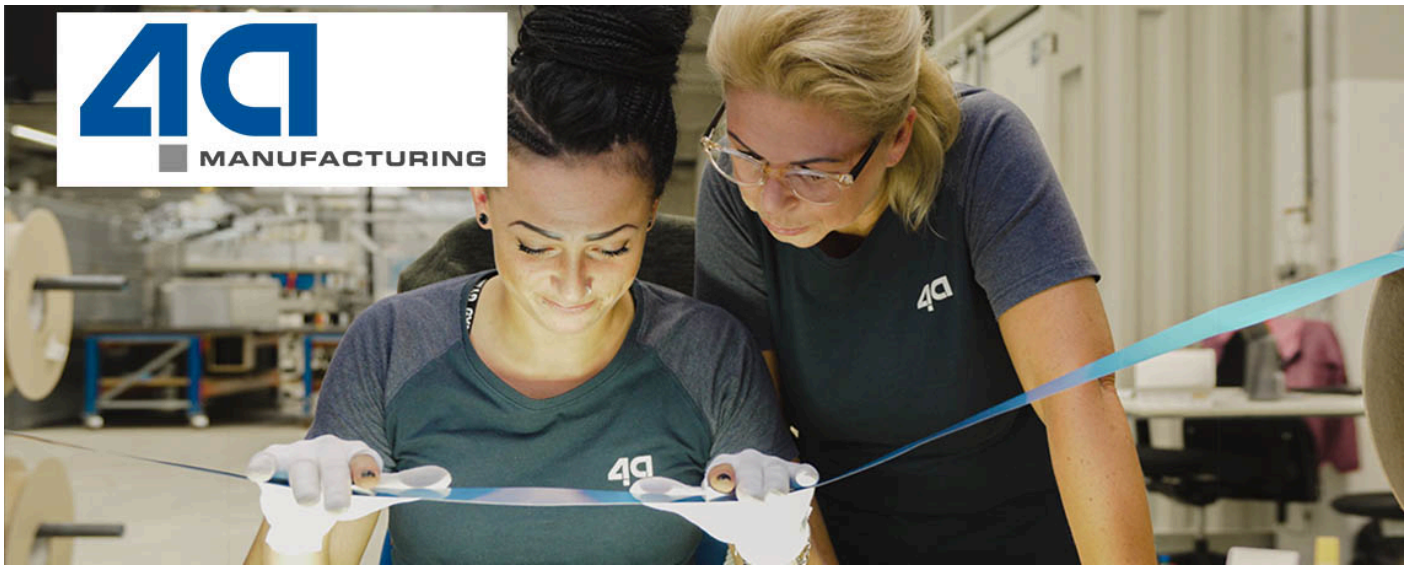

Our Company

Since 2005, 4a manufacturing in Traboch has been developing and producing MILLIFOAM® thin rigid foam boards and CIMERA® sandwich composite materials. Our customers operate worldwide across industries such as consumer electronics, automotive, aerospace, radar technology, and telecommunications.

In the field of radomes, we are a trusted competence partner for sandwich solutions covering frequencies from below 10 GHz up to 300 GHz. Our services range from validated simulation and rapid prototyping to full-scale in-house serial production.

In the field of acoustics, we have been manufacturing CIMERA® microsandwich diaphragms for speakers used in smartphones, tablets, and laptops since 2005. These diaphragms deliver enhanced acoustic performance through high stiffness, lower moving mass, and significantly greater damping compared to monolithic diaphragm designs.

Through close collaboration between our customers, sales team, and R&D experts, we develop tailor-made solutions to meet individual customer requirements.

As part of the 4a group, we share a common guiding principle: IN PHYSICS WE TRUST. And we embrace a mindset that is especially important for this role: Think like our customer.

Technical Sales RF Lightweight and/or Acoustics (m/w/d)

Location: Traboch, Styria, Austria | Full-time Position | Travel: Approximately 30%, with occasional travel requirements of up to 50% within Europe and the United States.

apply now

Your Profile

- Minimum 2-3 years of experience in technical B2B sales
- Technical education (technical college, university of applied sciences, university degree) or equivalent hands-on experience
- Strong communication skills and a confident, credible presence when interacting with customers
- Solid technical understanding and the ability to explain complex solutions in a clear and compelling way
- Experience in composites, RF technology, aerospace, or acoustics is an advantage, but not required
- Self-driven and well-structured working style, with the initiative to proactively approach and develop new customers
- Willingness to travel internationally (Europe, USA, Asia), approximately 30-50%
- Business-fluent English, both written and spoken; German language skills are an advantage (if German is not your native language)
- Reliable team player with a strong entrepreneurial mindset
- Willingness to contribute to the creation of marketing content
- Professional handling of confidential customer information and non-disclosure-sensitive documentation
- Confident use of modern IT tools and systems (e.g., Microsoft Office, CRM and ERP systems, AI applications)
- Regular presence at our Traboch location to collaborate closely with our R&D team

Your first year with us:

From day one, you will take over customer accounts that are still in the early stages of the sales process. This is the fastest way to gain a deep understanding of our products and capabilities through real customer interactions. Your first customer visits will be conducted together with experienced colleagues.

After one to two months, you will gradually transition into independent business development activities. We will know you are off to a strong start when your first customer contacts begin to generate opportunities and you have successfully identified and acquired new customers on your own.

As your confidence and expertise grow, you will independently conduct two to three customer visits per month and progressively take greater ownership of customer relationships.

What we offer:

- Autonomy and responsibility: From the beginning, you will take ownership of real customer relationships while enjoying the freedom to shape your work within a clearly defined framework
- Structured onboarding: Comprehensive training in our technologies and products, joint customer visits, and direct access to our R&D team
- Career perspective: The opportunity to take over a key account in the medium term based on strong customer development and relationship management
- A growing technology company with short decision-making paths and a highly collaborative environment
- The opportunity to work with innovative solutions for radar, telecommunications, aerospace, acoustics, and advanced composite materials
- Competitive compensation and the chance to make a visible impact in an international business environment

Scope of tasks

- Acquire new customers across Europe, the United States, and Asia, with a particular focus on the target markets of SATCOM, UAV, C-UAS, radar platforms, loudspeaker manufacturers, consumer electronics, and high-fidelity audio
- Develop and expand existing customer relationships through regular contact and on-site customer visits
- Support customer projects throughout the entire sales cycle, from initial inquiry and sampling through to series production
- Define and document technical product requirements in close collaboration with customers and our R&D team as the basis for quotations and project execution
- Establish Non-Disclosure Agreements (NDAs) with prospective customers to enable technical discussions and information exchange
- Prepare, present, and negotiate commercial proposals, including coordination of technical and commercial approvals
- Work closely with our engineering team regarding technical feasibility, customer requirements, costing, and solution concepts
- Maintain customer, lead, and opportunity data in Microsoft Dynamics 365 and manage quotation and order processes in BMD

How we work:

You will operate within a clearly defined framework: project opportunities must align with our strategic objectives and revenue targets. Within that framework, you are empowered to decide which customers to approach and how best to plan and prioritize your sales activities.

Through regular review and alignment meetings, we jointly evaluate the sales pipeline, business development activities, and project opportunities to ensure our efforts are focused where they create the greatest impact.

When technical questions arise, you will have direct access to our engineering team leaders and Head of R&D, ensuring fast and effective support.

Benefits

- flexible working hours (flexitime, home office option)
- discounted lunch and free catering of fresh fruits and vegetables, as well as coffee
- ongoing training
- employee events
- company doctor
- weekly fitness classes & monthly yoga class
- company daycare for employees' children
- free parking and electric vehicle charging for private cars

apply now

We are looking forward to your application!

4a manufacturing GmbH Industriepark 1 A – 8772 Traboch
Contact: Jutta Ronner +43 676 847 000 856.

We offer a competitive gross monthly salary starting at EUR 2,900 (based on a 40-hour work week and the Collective Agreement for Employees in the Plastics Processing Industry). Your actual

remuneration will depend on your qualifications and relevant professional experience. A market-oriented overpayment is possible, depending on your expertise and skills.

I N P H Y S I C S W E T R U S T