Sales Engineer – USA – Peanuts Industry

Location: United States of America   February 2024

About QualySense – Ferrum Analytics and Sorting AG

QualySense – Ferrum Analytics and Sorting AG (ASCH) is reinventing the food and agricultural markets by developing advanced robotic solutions for the fine inspection and sorting of grains, beans, and sorting. We believe that by disrupting the industry quality paradigms we can create opportunities for utilizing better our natural resources as well as for establishing more transparency and fairness along the value chain. The proprietary QSorter® technology is the most advanced engineering and data solution for the automatic inspection and sorting of agricultural products with respect to physical and biochemical quality parameters: each grain is individually analyzed with imaging, fluorescence, and spectrometry sensors at very high speed, up to 3'000 seeds per second. Quality reports are generated by means of machine learning, AI, neural networks, and other types of algorithms and stored in the SQI^2 cloud. Beans are finally sorted with very high precision according to user defined criteria. Today, we have QSorter® installations worldwide. ASCH is part of the Ferrum Group AG, a global leader in the manufacturing of equipment for the beverage industry, which counts more than 900 employees worldwide and presence in more than 70 countries.

Job Description

ASCH is marketing a game changing QSorter® solution for the peanuts industry: it is being adopted by inspection, breeding, and confectionery companies as well as institutes. We are looking for a talented and skilled sales engineer to help us acquiring more customers with particular focus in the United States. The ideal candidate has a technical background, has experience in the confectionery industry, is a team player, has outstanding communication, relationship management and reporting skills and is not afraid of walking the extra mile to achieve ambitious goals. Initially, the candidate will spend some time in Switzerland for training purposes.

Major tasks
- Understanding company strategy and setting of sales goals
- Development of the leads along the entire sales funnel, from the first contact to the closing
- Ability to report regularly and diligently
- Participating to promotional events and suggesting marketing initiatives
- Providing 360° feedback about the product
- Ability to assist the customer during installation, training and after sales support

Job minimum requirements
- Background in engineering, biology, biotechnology, food, or agricultural sciences
- At least 5 years' experience in the confectionery industry, preferably in the peanuts world
- US citizen or US residence permit
- Wiling to travel at least 70% of the time
- Outstanding communication, relationship management and reporting skills
- Perfectly fluent in English

Our Offer
- Contribute to revolutionize the agricultural and food world
- Be part of a dynamic, entrepreneurial, multi-disciplinary and multi-cultural team
- Attractive base salary plus sales bonuses
- Home office flexibility
- Excellent environment for growth

How to apply
Send your CV, motivation letter and any other relevant document in **PDF** to qualysense@ferrum.net.

Candidates not meeting the minimum requirements and with incomplete applications are discarded.

QualySense
Member of the Ferrum Group

QSorter®
Automated Inspection and Fine Sorting

Develop   **Inspect**   **Create**   **Share**

Select Customers

BAYER · CORTEVA agriscience · syngenta · Nestlé Good Food, Good Life · PEPSI · N NESPRESSO · MARS

MAY · KWS · R·A·G·T · SUNTORY COFFEE · STARBUCKS COFFEE · ABInBev · GRAIN MILLERS

calyxt · QUAKER · glanbia · General Mills Making Food People Love · JLA

BENSON ● HILL · BECK'S

USDA · CSIRO · THE UNIVERSITY OF QUEENSLAND AUSTRALIA · cooxupé · DMCC DUBAI MULTI COMMODITIES CENTRE
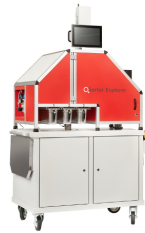
QSorter® - every seed counts

Automation for advanced quality inspection and sorting

Accurate seed selection in breeding

Automatic, reliable and fast inspection

Increase yield and save energy

Reduce waste and create premiums