REDTREE SOLUTIONS

Field Sales Engineer – Central Europe (DACH-region)

Build relationships. Drive growth. Shape the future of technology.

Redtree Solutions GmbH is looking for a commercially driven Field Sales Engineer to develop and grow its business across Germany, Austria and Switzerland (DACH). In this role, you will combine technical expertise with a strong commercial mindset, with a strong focus on the **Industrial, Power,** and **Automotive** business. You will build customer relationships, new business opportunities, and sustainable growth across the DACH-region.

About Redtree Solutions

Redtree Solutions is the largest pan-European representative company in the semiconductor industry. With 45 colleagues across more than 30 countries, we are part of an extensive international network of highly skilled sales professionals who connect technology innovators with customers and help shape the future of the electronics industry.

About the role

As Field Sales Engineer, you will be responsible for developing Redtree Solutions' business and that of its franchised partners across the region. You will manage and grow strategic customer accounts, identify new business opportunities, and work closely with distribution partners to strengthen our market position and deliver sustainable growth.

Combining technical understanding with commercial drive, you will act as a trusted partner to customers, helping them identify the right solutions for their needs while building long-term, mutually beneficial relationships.

Your key responsibilities will include:

- Developing new business opportunities and expanding existing customer accounts across the DACH-region.
- Building and maintaining strong relationships with strategic customers, including Tier-1 and Tier-2 accounts.
- Working closely with franchised partners and distribution channels to drive sales growth.
- Identifying customer needs, market trends and opportunities for growth.
- Developing and executing commercial plans to achieve sales targets.
- Collaborating with internal and external stakeholders to deliver the best possible solutions for customers.

Your profile

You are a technical, commercially minded, and results-driven professional who combines entrepreneurial initiative with a collaborative approach. You know how to turn opportunities into business results and enjoy building long-term relationships with customers and partners.

What you bring to the table

- A degree in Electronic Engineering or a comparable technical field.
- 8 - 10 years of proven sales experience in semiconductors and/or electronic components, especially within the **Industrial and Automotive** electronics segments.
- Established relationships with Tier-1 and strategic Tier-2 customers in relevant electronics industry segments.
- A trackrecord of commercial success in business development or sales.
- Strong business development, relationship management and negotiation skills.
- An entrepreneurial mindset, a proactive attitude and a results-oriented approach.
- Fluency in English and German.

Why join us?

- **Entrepreneurial freedom:** the opportunity to run and develop your own business within the support network of an established international company.
- **Performance-driven rewards:** an attractive fixed compensation plus a benefits package linked to your results.
- **Strong products and suppliers to work with:** Our line card combines a carefully selected portfolio combining established market leaders with high-growth innovators. Giving you both stable revenue and the excitement of bringing customers solutions that genuinely solve their design challenges.
- **A strong international network:** work alongside experienced professionals across Europe and benefit from shared knowledge, expertise and customer relationships.
- **A broad range of key application and market segments:** besides Industry and Automotive, Redtree Solutions also delivers expertise in Wearables, Audio systems, Vision, Sensors, AI, eMobility, Defense/Aerospace, Drones, and smart home
- **Flexibility and autonomy:** a home-office-based role with the freedom to organise your work independently.
- **Room to grow:** the opportunity to expand your customer portfolio, develop your market and make a real impact on business growth.

Location and travel

This is a home-office-based position covering Germany, Austria and Switzerland, and is centrally managed from the small office in the greater Munich area.

Regular travel (around 30% of your time) within the region will be required to meet customers and partners and develop business opportunities. Besides this regular travel, the role can include overseas travel to meet suppliers and strategic partners, as well as attending industry conferences and events.

Interested?

Ready to combine your technical knowledge with your commercial drive and help grow our business across the region?

We would love to hear from you. For more information or to apply, please contact us at central@redtree-solutions.com and share your CV or LinkedIn profile and short motivation for why the profile resonates with you.