

About us

Burgmann Packings is a leading privately-owned company at the forefront of developing and producing Low Emission Technologies. We are dedicated to providing sealing solutions that enable our global customers to reduce their environmental impact across a wide range of complex industrial processes and applications. While our products may be invisible, their impact is profound, contributing to the reduction of harmful emissions, enhancing plant safety and efficiency, and ensuring compliance with Health & Safety standards.

With a rich heritage spanning 130 years, we combine the expertise and resources of our highly skilled workforce across Ireland, Turkey, China, and Germany to consistently meet and surpass customer expectations in over 40 countries worldwide.

At Burgmann Packings, our Research & Development facilities in Turkey and China collaborate closely with our customers, universities, and testing institutes to develop customized solutions for the sealing challenges of the 21st century.

All our sites, including those in Ireland, Turkey, China, and Germany, are certified to DIN EN ISO 9001:2015 and hold various other industry-specific certifications and approvals, including the Nuclear Power industry and Oil & Gas sector.

Sales & Business Development Manager Valve OEM (m/f/d)

Tasks:

- Expand the business for Fugitive Emission Control (FEC) solutions, gland packings and gaskets among OEM customers in the Valve OEM Segment
- Manage and grow an existing customer base within the OEM market segment in Germany
- Conduct potential analyses on a customer and product level, identifying relevant actions to increase market share
- Conduct customer visits, primarily with Valve manufacturers and international channel partners
- Develop and execute international growth strategy
- Application Engineering support and development of customer specifications
- Organize technical training sessions for customers and represent the company at trade shows

Qualifications:

- Bachelor's degree in Mechanical Engineering with extensive experience in the valve industry; in-depth knowledge of gaskets and gland packings is a plus
- Entrepreneurial mindset with a strong customer focus, reliability, and professionalism
- "Can-Do" attitude
- Proactive and self-motivated work style
- Experience in customer acquisition and technical specifications
- Willingness to work flexible hours and travel 30-50% both domestically and internationally
- Proficient in Microsoft Office Suite
- Fluent in both German and English

Benefits:

- Remote work policy and attractive office environment in Bad Tölz
- Support for professional and personal development
- Open corporate culture in a modern family business
- Competitive compensation package
- Audi company car provided

Interested?

If you are interested to learn more about this exciting opportunity, please send us your CV (E-Mail: hr@burgmannpackings.com). We will get in touch with you!