



Founded in Japan over 50 years ago, THK is a world-leading publicly traded linear technology manufacturer with over 9,500 employees and 23 manufacturing facilities. THK products play a significant role in various fields worldwide, including machine tools, 3D printers, semiconductors, medical devices, and robotics. In line with our ambitious growth plans, we are seeking to fill the following position for the Barcelona / Catalonia region:

Sales Engineer Linear Motion (m/f/d)

Our Spanish team is located in Barcelona and takes care of the overall sales activities in the regional market. The focus of this position is the Barcelona and regional Catalonia market, operating directly from our local headquarters to ensure a strong synergy with our internal team. The top priority is expanding our core linear guide market by executing field visits to our clients' Gemba and collaborating closely with local distributors to introduce technical solutions to small and medium OEM accounts.

WHAT TO EXPECT

- Sales of complex technological products and support for customer oriented developments in the regional market.
- Strong focus on the OEM segment, managing and growing small to medium OEM clients in collaboration with local distributors.
- Seamless collaboration with our headquarters team to align corporate strategy with local client demands.
- Support and technical/commercial consulting to the existing customers.
- Acquisition of new customers and expansion of core linear technology market share in Catalonia.
- Conducting product presentations and attendance at trade fairs.

YOUR QUALIFICATIONS

- An engineering diploma, Dual vocational training or economical/technical education.
- Fluency in Spanish and a confident command of English are required for continuous training and coordination with global teams.
- Broad commercial experience or high potential with a proactive commercial approach, showing courage and initiative.
- Highly developed analytical skills and good communication skills aimed at corporate alignment and client relations.
- Flexibility, negotiation skills, ability to work under pressure, commitment, and acting with total integrity in the field.
- A customer and service oriented appearance.
- An independent working manner and readiness for regional commercial travel (valid driver's license required).

WHAT WE OFFER YOU

- A rewarding future and opportunities in a rapidly growing, forward-thinking company
- Diverse career paths and professional development opportunities
- An international, globally operating company with diverse cultures and languages
- Comprehensive on-the-job training and seamless integration into a supportive team environment
- 24 working days of annual leave per year

Would You Like to Join Us?

We look forward to receiving your application. Please send it to jobs@thk.eu, specifying your salary expectations and the earliest possible start date.