



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 Galicia and Portugal 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 junior position is the sales area of Galicia and Portugal. The main priority is expanding our core linear guide market by supporting key distributor activities and developing maintenance and small industrial applications from scratch, utilizing our innovative solutions as key sales tools to drive volume business.

WHAT TO EXPECT

- Sales of complex technological products and support for customer oriented developments.
- Strong focus on the Machine User segment to follow and maximize distributor activities.
- Learning from scratch about industrial maintenance and small applications to quickly close volume operations.
- Support and technical/commercial consulting to the existing customers.
- Acquisition of new customers and expansion of core linear technology market share.
- Conducting product presentations and attendance at trade fairs.

YOUR QUALIFICATIONS

- An engineering diploma, Dual vocational training, or economical/technical education.
- Fluency in Spanish and Portuguese is required, along with a confident command of English.
- Junior commercial profile with a strong desire to learn, showing courage, initiative, and adaptability.
- Highly developed analytical skills and good communication skills aimed at mutual understanding and collaboration.
- Flexibility, negotiation skills, commitment, and complete integrity when handling technical facts in the field.
- A customer and service oriented appearance.
- An independent working manner and willingness to travel across the assigned territory (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.