



Märkisches Werk is the global market leader in the development and manufacturing of components and cylinder head systems for large industrial engines. Our products are used in ships, locomotives, power plants, construction machinery, oil and gas facilities, and high-performance racing. This 160-year-old family-owned German company, with subsidiaries in the U.S., China, and Japan, supplies most major engine manufacturers around the world and contributes to a CO2-neutral, climate-friendly future for high-performance engines. To expand our U.S. sales presence and strengthen customer relationships in the large-engine market, we are seeking a

Sales Representative – Americas

Location: Remote within USA

Travel: Customer and business travel across North, Central and South America

The role

Maerkisches Werk of North America (MWNA) is looking for a commercially minded, technically curious sales professional to grow our aftermarket business across the Americas. You'll build lasting relationships with large-engine customers and work closely with engineering, R&D, production planning, and manufacturing to turn customer needs into successful projects.

Your responsibilities

- Grow aftermarket business with existing large-engine customers and develop new opportunities across North, Central and South America
- Build trusted customer relationships by combining technical credibility, commercial insight, and effective sales execution
- Identify customer needs, initiate projects, and coordinate them with internal engineering, R&D, and production teams
- Work closely with production planning and manufacturing to meet customer expectations for quality, delivery, and service
- Lead customer negotiations, develop commercial proposals, and close contracts
- Contribute to market-focused sales plans and identify opportunities to strengthen MWNA's position in the Americas
- Monitor product and account profitability and identify opportunities to improve margins.

Your profile

- A degree in engineering, another technical discipline, business, or a related field
- At least three years of experience selling technical products, with a track record of building customer relationships and winning business—ideally in the large-engine industry
- Good technical understanding; familiarity with metalworking or manufactured components is an advantage
- Strong communication and presentation skills, with the ability to engage both technical and commercial audiences
- Excellent English and proficient Spanish
- Willingness to travel within the territory as customer and business needs require

What we offer

- A competitive compensation package with salary and performance-based bonus opportunity



MÄRKISCHES WERK
The Next Level of Performance.®



- A strong benefits suite, including attractive 401(k) terms, health coverage, and above-average paid time off
- International customer exposure within a stable, family-owned global market leader

If this opportunity interests you, please send your resume and cover letter, including your earliest start date and salary expectations, to Maerkisches Werk of North America, **attn. John P. McLaughlin**, mclaughlin@mwna.com

For more information visit www.mwh.de.



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