

Technical Sales Manager - Antwerp

For our client, a world leader in its field of work within the metal industry located in Antwerp, we are looking for a Technical Sales Manager.

Why is this job something for you ?

- You will end up in a challenging and varied position with exciting responsibilities within a nice team.
- In addition, you work for a company on a human scale where the employee, safety and a positive group atmosphere are central.
- Your efforts will be rewarded with an attractive salary in line with the market, supplemented with fringe benefits and a flexible working environment with extra vacation days.

Your responsibilities:

Prospection

- Analyze and understand market evolution and trends, understand customer needs and pains to be able to advise new prospects with innovative **overhead conductor solutions**.
- Propose, implement and execute of marketing actions to increase impact and sales.
- Geographical expansion of the customer portfolio to new regions inside and outside of Europe. Know stakeholders and influencers.

Sales

- Create a go to market plan, define 5y forecast and reach agreed sales targets within the **overhead conductors business**.
- Define concrete actions and objectives to reach sales targets.
- Maintain and expand existing commercial relationships with customers in order to establish a long-term relationship.
- Understand customer needs, translate these into a high quality and detailed proposal.
- Negotiate and close commercial conditions of large projects and tenders such as legal terms, payment conditions, commercial conditions, technical conditions and project plan.
- Ensure overall customer satisfaction so contracts are renewed and a long term relationship is established.

Project management

- Supervision of the planning and cooperation with various departments (technical, R&D, Quality, production, planning, purchase) to make sure the deadline is achieved and a high quality tender answer is formulated.
- Monitoring of project budget
- Timely deliveries and follow-up of customer satisfaction

Reporting

- Register all customer, contact and offer updates in CRM
- Creation of visitor reports and registration in CRM
- Define the year budget and target, follow-up on monthly basis.
- Signal towards the hierarchical line any experience in terms of market knowledge, market trends and changes with customers so decision levels are informed and strategic decisions can be adjusted if needed.

Who are we looking for ?

- Industrial engineer with commercial experience.
- Minimum 5-year relevant experience in a techno commercial environment
- Fluent Dutch, English and French or German
- Knowledge of the energy sector is a plus.
- International experience and willingness to travel (max.20%)
- Experience with large long term projects
- A networker with commercial flair.
- Independent dynamic worker willing to improve and learn
- Analytical and problem-solving mentality with eye for detail.
- Result and objective driven

Apply ?

This can easily be done by email on info@clearskyselection.be

For more information about this opportunity, you can always contact Koen Van Hoyer - manager at Clear Sky Selection on telephone number 0032 (0)499-593046 or through the above email address.

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