

Leader in
Stainless steels & nickel alloys
is looking for a
« Sales Engineer » (m/f)
Technical & Commercial position
Reference EC674

THE COMPANY

Based in Walloon Brabant, the company works at international level. The company is developing, manufacturing and commercializing a full range of stainless steels and nickel alloys products and equipment's (fittings, flanges, pipes...). They optimally stock many items in order to quickly answer to standard or tailor made requests.

Their expertise and their professional rigor have turned the company into a quality and reliability reference. The company positions itself as a partner for industry (top mechanics, nuclear, petrochemical, aerospace, cryogenics,...).

The company is ISO-9001 certified and the quality system allows them to be in line with ASME codes.

Customer oriented, the company intends to develop its activities by hiring a Sales Engineer for a Technical-Commercial position.

THE POSITION

The Sales Engineer is the privileged commercial contact with customers. Collaborating with internal services, you are looking for the excellence in sales and services.

If you are confident passionating yourself in such a position, we will ask you to:

- Develop a thorough and detailed knowledge of products and their use in customers' applications;
- Manage and develop existing customers;
- Develop your customer network (active prospection);
- Act as the reference person for customers;
- Are in touch with all department within the company;
- Analyze customers' requests and provide them with accurate solutions;
- Make and negotiate proposals;
- Follow the order up to delivery and payment;
- Meet external providers and insure they are in line with quality guide lines;
- Observe and listen the market in order to identify and detect new opportunities.

PROFILE

Qualifications

- Master degree, like Civil or Industrial Engineer (Mechanical, metallurgy, welding,...)
- Bachelor degree accepted if relevant experience

Experience

- Very good technical knowledge (mechanics, metallurgy, welding, metrology...)
- Sales experience with technical products is an advantage
- The position is open to young dynamic motivated graduates.

Competences et knowledge's

- Real interest in technical products
- Commercial attitude and service minded
- Precision and method
- Good presentation
- Very good communication (speak and write)
- Curiosity, capability to think « out of the box »
- Autonomy but with team spirit
- Leadership
- Franchise, stability, trust, respect, flexibility...
- Good organization, planning

Languages

- Very good command in English, Dutch and French

OFFER

- A varied job with responsibilities within a dynamic and well-established company;
- Adapted trainings
- Career evolution possibilities
- Attractive salary in line with your added value

APPLICATION

If you are interested and if you feel yourself motivated by such a challenge, please send CV and cover letter to: eric.croisy@adva-consult.com

Please mention the reference EC674

Your application will be treated in full confidentiality.

ABOUT ADVA CONSULT HR ENGINEERING

adva consult is an HR consulting company which is specialized in Industry, Building, Engineering en High Technologies. Our main activities are Recruitment, Search & Selection, Coaching and Management Consulting.

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