

Graduate Trainee - Sales Operation Specialist

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Company: SUEZ - Water Technologies & Solutions

Location: Belgium

Category: other-general

Are you a recent graduate in Business?

Come be a part of Veolia Water Technologies and Solutions' Graduate Program and kickstart your career with one of the best Graduate Programs available!

As a Veolia Business Graduate - Sales Operations, your journey with Veolia Water Technologies and Solutions will be a unique and robust learning experience.

This Business Graduate - Sales Operations graduate role will run until November 2025 and will challenge and enrich your learning to develop your skills, knowledge and confidence.

You will start between early August and late September 2024.

The Graduate Program is our commitment to developing talented employees through: Structured training on both essential and technical skills

Networking opportunities

A dedicated support network of a Program Leader, Line Manager, Mentor, Coach, and HR Manager)

Experiential learning, delivered on a monthly basis, including 4 in-person workshops at our key locations in Europe - so you must be willing to travel internationally

A 6-week team Sustainability Challenge to develop your entrepreneurial skills

Quarterly reviews with your support network - a great chance for feedback

Real and meaningful employment

Wider opportunities throughout the group of companies towards the end of the program.

What are the day to day duties for the Business Graduate - Sales Operations?

Support and facilitate vendor and customer detail qualification, including providing contract renewal support to sales team, including price approval and logistics.

Assist in new contract set-up and transformation of customer details.

Monitor expiring contracts and liaise with sales leadership to drive earlier renewals.

Update sales managers on expired opportunities. Support hierarchy tool management and provide 1st level support and local training for business IT tools.

Coordinate customer satisfaction survey actions and feedback. Drive value generation and best practice sharing platforms. Act as an escalation focal point from Sales to Supply Chain.

Maintain a well-organized Credit Control function/network. Ensure the credit control database is updated by the commercial and CSC teams. Liaise with account managers to resolve invoice/payment issues quickly and efficiently.

Work to specific deadlines in line with the business financial calendar. Support sub-Region pipeline reviews. Maintain sub-Region organization charts to facilitate hierarchy management and inter-department communications.

Facilitate Sales Operations training as required.

What background would be ideal in this Business Graduate - Sales Operations role?

Degree in business or a related field

Strong knowledge of customer relationship management systems and tools.

Excellent communication and interpersonal skills.

Strong organizational and problem-solving abilities.

Attention to detail and ability to work under pressure.

Fluent in English (verbal and written).

Willingness to travel through Europe and wider area for tailored Graduate Workshops and Networking

What are the Benefits?

At Veolia, we know that at certain crucial moments in life, we all need a little help, protection and support. That's why we are proud to offer our innovative Veolia Cares program, which demonstrates our commitment to our employees.

From the very first day of employment, this commitment is reflected in an array of benefits that is generous, and relevant.

These include but are not limited to:

Health & Welfare

Holiday allowance 32 days (20 legal holidays - 12 ADV days (prorated))

Health insurance package (including dental care)

Enhanced Parental Leave

Monetary Benefits

Group insurance package (Pension - Death - Disability)

Meal vouchers of 8 EUR per worked day

About Us

Veolia Water Technologies & Solutions is an industry leader in solving the world's most pressing water reuse, industrial, irrigation, municipal, and drinking water needs. Through desalination, advanced membrane, separation solutions, and water reuse and wastewater management and process technologies, we deliver added value to every customer.

Veolia WTS provides value by improving performance and product quality, reducing operating costs, and extending equipment life through a broad range of products and services that are designed to optimise total performance.

We safeguard the environment through water conservation and energy reduction.

We are a great work environment, providing consistent professional development, challenging careers, and competitive compensation.

Veolia is an Equal Opportunities Employer.

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