

Sales & Business Development Manager

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Company: Pauwels Transformers

Location: Belgium

Category: other-general

This Sales & Business development Manager has following responsibility areas:

As a pivotal role between customer and our factories you;

Monitor closely market trends and identify, through your contacts and network, opportunities, track through marketing events (fairs, mailings) potential leads and customers.

Discuss your customer requests with the quotation service who make adjustments where necessary and possible until the solution fully meets the expectations of the customer

Give presentations to customers about our possibilities, products and total solutions

From your proven commercial role you;

are responsible for the entire sales cycle from application to closing

build strong and lasting customer relationships to be able to anticipate new customer needs in a timely manner

develop marketing programs for your market.

prepare budget for the designated countries and initiate the actions required

grow and support the agents/distribution network

For this challenging and exciting position, we are looking for:

A mature and seasoned professional,

with technical knowledge of high voltage systems and,

with strong communicative skills and stress resistant.

Bachelor / Master with economic or technical background and a relevant experience “in the field”.

experience in building customer relationships

Can negotiate with people of different levels (purchasers, technicians,...)

and eager to work in a technical environment,

Being result-oriented, with perseverance

Build and strengthen the relationship with the customer as a basis for future cooperation opportunities.

In order to realize our growth goals we aim to invest in talented people more than ever before. If you are a talented professional and you have a real drive to achieve, you will get the opportunity to develop your skills and build your career. This job position will expose the successful applicant to a wide variety of business development aspects by cooperating with renowned companies, each in their respective business area. You will be able to enjoy a competitive and attractive salary package and excellent benefits. At Pauwels we strive to motivate and reward our employees to encourage them to help the organization grow.

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