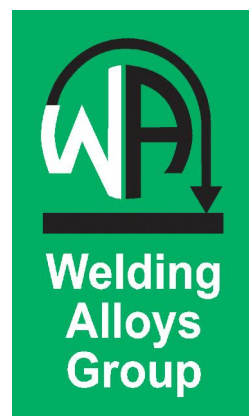


Sales Engineer Algeria, Tunisia, Libya



Job description

Department: Sales Office Unit (Welding Alloys France) **Location:** To be defined

Reporting to: Regional Manager (Welding Alloys France)

Job Band: Negotiable according to experience and contribution to the company

Job summary
According to WA's strategy, to ensure the promotion and sales of cored welding wires as well as INTEGRA services & products in Algeria, Tunisia, Libya (direct customers or/and resellers).

Areas of responsibility

- To apply Company strategy.
- To promote Sales-Sales.
- To define the range of products and services.
- To train Sales professionals and Customers.

Decision making authority

- Full decision making authority on his own budget.

Key metrics

- Significant improvement of sales volumes in defined territory with high profit / high margin
- Internal and external customer satisfaction.
- Sales annual budget.

Key competencies (Knowledge, Skills, Abilities/ Attitude, Job-related Behaviour)

- Welding Engineer and/or Sales Experience in the sales of welding consumables.
- Previous industrial or technical sales experience, inside within the welding industry.
- Proven selling experience with increasing responsibility operating successfully with limited supervision.
- General welding knowledge.
- Strong team player.
- Analytical and problem-solving skills.
- Resilience and tenacity.
- Self-starter who has the ability to prioritize, multi-task and deal with pressure.
- Time management, organization and customer service skills.
- Excellent presentation design and delivery skills.
- Ability to sell, negotiate, persuade and influence.
- Sound interpersonal skills with outgoing personality, in order to build relationships at all levels of internal and external customers.
- Good communication skills. Excellent English and French, both spoken and written; ideally with knowledge in other languages spoken in these countries
- Good IT literacy in Microsoft Office job.

Main job / role (Customer, People, Finance, Process)

- To apply and deliver company strategy
For the development strategy of Welding-Alloys, you participate in building the annual Marketing Plan in your territory.
- To promote sales-sales
In charge of customers as well as attributed resellers training with regular visits. In collaboration with the managing directors of Welding Alloys subsidiaries in his territory as well as the Regional manager, to organise a monthly planning of customer's visits and also follow and report the evolution of WA products sales. Build up an annual budget per product family within your geographical area. Ensure customer satisfaction. Ensure good sales relationship with WA France. Build up promotional activities in order to optimize sales. Inform customers about new products and products evolution. Report on visits and inform hierarchy on important information for the development of the WA product

range.

Participate in budget elaboration of WA France global sales.

- To define a range of products and services

Participate in the monitoring of competitors of the Sales Office Unit .Through constant listening to the distribution channels as well as customers you understand the specific requirements of the market and propose product range's improvements.

After validation with the Regional Manager you build up the sales activities in your territory.

- To train sales professionals and customers

To deliver a comprehensive and successful training to sales professionals and customers focusing on Welding Alloys France cored welding wires, in line with Welding Alloys France marketing policy.

Miscellaneous

- Full and clean driving license will be required.
- Willing to travel extensively.

For further information, to apply or to recommend someone for this position, please contact Group HR Department hr@welding-alloys.com