

Sales Manager

Job title, location, salary

Sales Manager. Netherland. Competitive compensation package.

The company and the position

Established in 1966, Welding Alloys has its headquarter near Cambridge (UK). The Welding Alloys Group of companies designs and manufactures a complete range of cored welding wires, automated welding equipment and provides welding solutions worldwide. Our Integra Service Centre for industrial welding applications complements our global reach. The main office of Welding Alloys Germany is in Wachtendonk, responsible for the administration and sales of our wire and machines and we provide welding solutions through our three Integra Service Centres in Wachtendonk, Weddersleben and Willich.

We have an open position as Sales Engineer for sales area Netherland. As a sales engineer, you will combine technical knowledge with sales skills. The balance depends on the level of technical knowledge and understanding to sell the product and service you are offering and to respond to clients' queries.

It is a key and challenging role, and will suit applicants with the relevant experience and background. To ensure our clients' and Welding Alloys' needs are met, you must cooperate with other colleagues from your own and other departments such as research and development, design, purchasing and production, and senior company managers. As a Sales Engineer you will report to the Head of Sales.

The job holder

Ideal candidates will have experience as Welding Engineers and/or Sales Experience in the sales of welding products / engineering services. Previous experience in planning, budgeting and logistics will be highly beneficial. They will be strong team players and as well individual fighters, with analytical and problem-solving skills, resilience and tenacity.

They will have excellent presentation design and delivery skills, with ability to sell, negotiate and influence. All in all sound interpersonal skills with outgoing personality, in order to build relationships at all levels with internal and external customers. Essential communication skills, with excellent Dutch, German and English, spoken and written. A valid driving license is a must.

Organisational benefits and facilities

You will be privileged to be a part of a company that is growing, will continue to grow and will become the envy of its sector -through the competence of our people and the truly innovative approach we have to our people, market and products.

Equal opportunities statement

Welding Alloys Group, in accordance with the general intention of its culture, confirms its commitment to a comprehensive policy of Equal Opportunities in employment in which individuals are selected and treated on the basis of their relevant merits and abilities and are given Equal Opportunities within the organisation. The aim of this policy is to ensure that no job applicant or employee should receive less favourable treatment on any grounds not relevant to good employment practice.

It is Welding Alloys' policy as an employer to treat all people equally irrespective of race, ethnic origin, sex, marital or parental status, sexual orientation, creed, disability, age or political belief.

Application procedure

For a full job description, further information or to apply for the position, please send your CV to Group HR (hr@weldingalloys.com).

Reference to our website.

www.welding-alloys.com

