

Sales Manager

- Vous serez en charge de développer la clientèle de notre client en France pour les prestations d'ingénierie dans les domaines de l'industrie, de la production d'énergie.
 - Il est déterminant que les candidat(e)s aient une expérience de l'ingénierie / bureau d'étude car notre client vend un ensemble de services très éloigné des biens manufacturés.
 - Vous aurez un rôle de Unit Business/ apporteur d'affaires avec fortes négociations.
 - Votre fonction sera essentiellement une fonction de Sales Manager pour la vente de services /études / ingénierie dans le domaine industriel mécanique.
 - Les réponses techniques seront réalisées par le bureau d'ingénierie
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- Our customer is a successful engineering design company with offices in Finland, Sweden, Russia, UK, France and India, providing multidiscipline design within the industries for Civil, Power, Process and Vehicles. Our customer is a subsidiary of the Finnish company. The company is growing and we are now looking for a Sales Manager.
- Our customer provides complete civil engineering design services for industry. He has wide knowledge of international building codes and work worldwide. His work is based on broad technical know-how, powerful design tools and global networking.

Main responsibilities:

- To support the Sales function and Sales process.
- To ensure that offers and tenders are submitted on time and correctly.
- Coordinate the sales work within the Sales & Marketing function to ensure good customer service and co-operation between BA and Sales & Marketing.
- Successful realization of Sales process.
- Sales function and Sales process
- Market identification
- Customer relations
- Successful realization of Sales process
- Coordinate the sales work within the Sales & Marketing function to ensure good customer service and co-operation between business areas and sales & marketing

Development responsibilities:

- **To develop the way of working according to the Quality Management System and customer way of working guidelines.**

Qualifications:

- **University degree / B.Sc. (Econ. / Eng.)**
 - **Good economical knowledge**
 - **Excellent negotiation and presentation skills**
 - **Good understanding of the engineering market**
 - **Experience of similar position minimum 10 years**
 - **Good knowledge of Power Point and other MS Office software**
 - **Good cooperation and communication skills**
 - **Good knowledge of English**
 - **BSc in civil or mechanical engineering**
 - **Excellent project management skills**
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- **Localisation : Client situé dans le 88 mais ne demandant pas de mobilité géographique sauf quelques déplacements sur son site de temps en temps pour faire le point avec la société mère en Finlande.**
 - **Salaire : prétentions à discuter.**
 - **Poste à pourvoir immédiatement.**
 - **Anglais courant demandé**