

Sales Engineer Senior (Sector Automoción)

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Company: THE TALENT ROOM

Location: Sant Fruitós de Bages

Category: other-general

Do you have more than 5 years of experience as a Sales Engineer in the automotive sector? Would you like to continue growing in an international project using English on a daily basis and with flexible hours? If so, this offer might interest you!

International company located in Bages needs to incorporate a Sales Engineer para el sector de la automoción.

Requirements:

Degree in engineering or higher education.

Experience (more than 5 years in the commercial department to demonstrate potential success).

Demonstrated experience managing OEM accounts and automotive sector.

Knowledge of KPIs and metrics.

Highly desirable to have experience in automotive sales, especially in the fastener industry.

Availability to travel.

Spanish, proficient in English (C1), French or German desirable.

Functions:

Defining strategy: Developing and implementing sales strategies tailored to the automotive industry to achieve business objectives.

Client portfolio development: Identifying and acquiring new clients while nurturing existing client relationships to expand the customer base.

Management and maintenance of commercial metrics: Monitoring and analyzing key performance indicators (KPIs) to assess sales performance and make data-driven

decisions.

Key Account Management (KAM): Managing relationships with key clients to ensure customer satisfaction and long-term partnerships.

Market trend analysis: Continuously monitoring market trends and industry developments to identify opportunities and threats.

Handling requests for proposals (RFPs) for new products: Responding to inquiries and requests for quotes from potential clients regarding new automotive products or services.

Budget preparation: Creating and managing sales budgets to ensure profitability and efficiency in operations.

Crisis and risk management: Proactively identifying and mitigating potential risks and crises that may impact sales performance or customer satisfaction.

Contract and price negotiation: Negotiating contracts, pricing, and terms with clients to secure profitable deals while meeting customer needs.

Product, client, process, and competition knowledge: Maintaining a deep understanding of automotive products, client needs, sales processes, and competitor offerings to effectively position products and services in the market.

Offered:

Permanent contract

Social benefits

Flexible working hours

Salary commensurate with candidate's worth (Open range depending on provided knowledge)

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