

We are recruiting on behalf of our client, a successful international company, an experienced:

Head of Technical Sales Europe

Mission

The Head of Technical Sales Europe position is made of two components. On one side, key missions will be to drive the relationship with the master manufacturer on technical related matters with a link to commercial activities. On the other side, the person will be responsible to coordinate and develop the Group commercial activities in Europe, take a significant and very personal interest to get to know both parties adding value to the customers by offering new products and integrated solutions.

Main Responsibilities

Technical related

- Enhance existing contacts with the main producer and establish new relationships with partnering suppliers in Europe;
- Explore and implement new technical applications for existing products;
- Introduce new products at existing customers;
- Define and develop product technical aspects in co-operation with the Commercial Director and relevant department for product marketing strategies;

Commercial related

- Support the further development of the Group commercial activities in the entire region;
- Follow-up and develop existing sales and sales potential in the region;
- Manage, follow-up, and implement existing and new sales projects;
- Manage and meet the targeted budget requirements;
- Gather market information, also concerning the competitors (programs, prices);
- Co-ordination and development of marketing and promotion (i.e. documentation, exhibitions) in accordance with the image and general policy of the Group;

Profile

- **Background in Sciences with 10 yrs of experience in Metallurgy and or foundry casting of high value metals is mandatory;**
- **Further commercial education is required;** MBA is considered a plus;
- Experience in managing intercultural teams and people;
- Minimum of 5 yrs experience with cross border commercial activities and managing Key Accounts in Europe;
- Fluency in English; French, German or Russian knowledge appreciated;

Competencies

- Capacity to build strong personal relationships across the organization, with our partners and our customers;
- Exemplary interpersonal and communication skills;
- Strong leadership skills with an ability to set a vision, lead change, inspire others to action and manage people remotely;
- You are a self-motivated, hands-on and results oriented person;
- Proven organizational skills with the ability to lead and implement smoothly change initiatives;
- Experience in working in a multi-cultural environments.

Please apply directly on: recrutement@-talent.com together with your CV and motivation letter. Thank you.

Only complete applications via this e-mail will be considered.

If you don't receive a reply to your application within 2 weeks, please consider that your file has not been shortlisted.