



Sales engineer manager (Madrid)

LOMISA, as an international provider in the full process of expansion, we offer our employees the opportunity to join a multidisciplinary, motivated and cross-cultural team and develop their professional career through contributing to a global success story based on collaboration, innovation and know-how.

We are currently looking to recruit a Sales Engineer to join our dynamic sales team, reporting to CEO, and working to develop a strong and sustainable position for Valves, Instrumentation & Control piping systems, machinery, equipments, etc. In the local and foreign territory.

Your mission as a Sales Engineer manager should meet the requirements below and accept this challenging but rewarding role is to:

- Identify and develop business opportunities in the assigned region
- Manage the bidding process for opportunities generated
- Work with the Engineering & Project Department and other departments to build commercial proposals and presentations
- Manage assigned customer lists including the contractual and legal side
- Track sales activities in the Internal CRM
- Ensure client retention and satisfaction
- Provide feedback to Product Managers regarding market response or requirements
- Monitor small and medium business clients for up-sell/cross sell opportunities
- Report to CEO Company.

Key requirements:

- University education (technical degree: Industrial Engineer,... or equivalent)
- Experience in related industries and/or products will be considered as a plus
- Experience in developing and closing deals with large companies
- Experience dealing with senior client management

Other desired requirements:

- Fluid English
- Computer skills at user level

Ideal profile:

- Excellent communication skills and the ability to build relationships to ensure credibility, trust and customer perceived value
- Good presentation skills
- Technical literacy
- Customer-oriented
- Empathic with a good understanding of client needs
- A methodical approach and the ability to apply company processes in a timely fashion
- Autonomy
- Frustration resistant
- Flexibility to travel

Note this is a largely field-based position and will require frequent travel. We offer a permanent contract; salary (fixed + bonus), mobile & company car.