

Job Vacancy

Allied Machine & Engineering Co. (Europe) Ltd. are currently looking to recruit a self-motivated, highly driven and confident Sales Engineer to become part of their Europe team.

Role: Regional Sales Engineer – Spain (Europe) Preferably based in Catalonia.

Job Specification

Principal tasks

- Take the overall responsibility for all sales activities in the assigned Region
- Identify and report on regional-specific market trends and ensure that project data are maintained and up-dated on a regular basis
- Contribute to the development of marketing strategies (including market opportunity and competitor analysis, budgets, forecasts, etc.)
- Develop and maintain customer relations in relevant companies
- Select and pursue business opportunities to successful contracts in close co-operation with Proposal and Application Engineering
- Manage negotiations with customers and partners
- Prepare and execute customer workshops
- Represent the company at internal and external events such as fairs and exhibitions, customer events, workshops, etc.

Qualifications

- Experience in consultative selling of complex products and/or processes in the machine tool industry
- Strong negotiation skills with a great deal of strategic and commercial sense
- Goal-oriented personality with high level of motivation
- Distinct customer focus and drive for results and success
- Confidence and assertiveness
- Qualified know-how in his fields of expertise
- Interest in working in an international environment
- Good communication skills (written as well as spoken)

Languages – A good level of English, both written and spoken.

Other languages like Catalanian, Basque, etc.. would be advantageous but not essential.

Salary – Basic salary plus commissions on sales. Salary will be set dependant on experience, skills etc.

Hours of Work – 40 hours per week +

Area – Preferably based in Catalonia with willingness to travel to cover a wider area within Spain.

Holidays – 22 working days + any labour & regional holidays

Start date – Immediate start preferred but an agreed date for the right candidate.