



Job alert: Sales ENGINEER

Neoceram is a company headquartered in Belgium, with manufacturing facilities in Belgium and Italy specialized in filling technologies for pharmaceutical, cosmetic, food and industrial sectors.

We combine a unique manufacturing expertise of the core ceramic component of Neoceram's technology, extensive Engineering resources and a global Sales presence in strategic regions (Asia, India, USA, etc.) to deliver state-of-the-art solutions to our Customers.

Our growing company is searching for a Sales Manager to oversee sales operations business in the Northern Europe Pharmaceutical market (including Belgium's Northern region) and actively participate in the development of the Company business. His/her main goal is to develop sales and market shares in Neoceram industries, actively promoting our products, particularly in the Pharmaceutical sector. He/she acts as the main driver of the sales activity and helps coordinate resources to ensure smooth sales operations and proper reporting to management.

Essential Duties and Responsibilities include the following:

The full-time position person will be responsible for assisting the Sales Director in his daily activities, including:

- Achieve growth and hit sales targets in the specific regions;
- Support the implementation of Neoceram's technology to new customers;
- Consults with potential customers to understand their needs; identifies and suggests equipment, products, or services that will meet those needs;
- Resolves customer complaints and other issues that may interfere with efficient sales operations;
- Collaborates with executive leadership to develop sales quotas and strategies;
- Prepares sales budget and regular sales' activity reports;
- Acts as company representative at trade association meetings and events.

Requirements

The qualifications needed for the job are the following:

- Bachelor in Mechanical Engineering or equivalent preferred but not essential for the role;
- Proven experience in sales, technical/sales or customer relationship positions;
- Excellent presentation and communication skills;
- Willingness to travel within Europe;
- Experience in filling/dispensing technologies or high-end technologies for the pharmaceutical sterile industry a strong plus;
- Language skills: Fluent in English and French, Dutch is a strong plus.

What we offer: a permanent contract (term), competitive remuneration, meal vouchers and group/hospitalization insurance.

If you recognize yourself in this description and are looking for a new challenge in an exciting and growing market, please apply and send your curriculum vitae : mgobert@neoceram.com