

SALES ENGINEER

Industrial Automation Business Unit

Delta Group is the world's largest provider of switching power supplies and a major source for power management solutions, components, visual displays, industrial automation, networking products, and renewable energy solutions. Established in 1971, Delta Group has sales offices worldwide and manufacturing plants in Taiwan, Thailand, China, Mexico and Europe. As a global leader in power electronics, Delta is committed to environment protection and has implemented green, lead-free production and recycling and waste management programs for many years. Delta's mission continues to be: "To provide innovative energy-saving products for a better quality of life.

For our office in Eindhoven, The Netherlands, we are looking for a

SALES ENGINEER Industrial Automation Business Unit

Our EMEA team needs an Arabic speaking professional with both technical knowledge and sales expertise to help grow the business and give support to customers in the Middle East.

MAIN ACCOUNTABILITIES

- >> Identify and develop key accounts in the Middle East region
- >> Taking care of existing account management, including follow-up, active project management, customer visits and contract negotiations
- >> Represent the Delta Group as a whole and enforce cross-selling activities
- >> Work out strategies, market overviews, including competitor analysis
- >> Report to the Business Manager and provide data for monthly reviews
- >> Develop and encourage a clear and open style of communication and be the link between the customers and the Business Unit and factories in Asia
- >> Demonstrate commitment to quality in his/her work, recognizing that his/her output is the input for someone else in the global sales team. Complete assignments in an accurate, thorough and timely manner and produce work that meets our standards.

QUALIFICATIONS

- >> Minimum three years of work experience in industrial automation and extensive technical knowledge of industrial automation products
- >> Minimum three years of work experience in an international company
- >> Excellent commercial skills
- >> Fluent in Arabic and English at a native level
- >> Excellent intercultural communication / interpersonal skills
- >> Good organizational, prioritising & presentation skills
- >> Strong analytical skills
- >> Frequent travelling required

SALARY

A good salary package and good secondary conditions are offered depending on qualifications and experience.

Contact Information

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