

Sales Engineer MAGBU

Magnetics and Microwave 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 EMEA Head Quarters in Hoofddorp we are looking for a

SALES Engineer

Our international Magnetics and Microwave Business Unit (MAGBU), which products portfolio includes power- and telecom- inductive components and radio frequency components (RFC), is looking for an enthusiastic colleague whose main responsibilities are:

- >> Supporting MAGBU in achieving the overall budget and team goals
- >> Growing the business of MAGBU components in Europe by identifying and developing (potential) key accounts, including sales representatives, and by supporting cross BU sales activities from the perspective of the customer
- >> Analyzing market conditions and competitor moves to set out a clear sales strategy that matches the customer strategy
- >> Reviewing and negotiating sales contracts or agreements with customers
- >> Anticipating and responding actively and sensitively in meeting the needs of internal and external customers. This includes initiating and actively participating in customer satisfaction improvement actions, as well as reviewing implications of current technology and competitive product solutions, to fulfill the customer's needs in an optimal way
- >> Demonstrating a commitment to quality in his/her own work by completing assignments in an accurate, thorough and timely manner, producing high quality work, and recognizing that the own output is another's input in the global sales team

QUALIFICATONS

- >> Degree in technical field (MTS-E), preferably in electronics
- >> 3 years sales experience in the component business
- >> Strong knowledge of the EMEA market, Delta components products and the competition
- >> Excellent communication skills
- >> Excellent organizational/prioritization skills & presentation skills
- >> Independent and highly driven personality
- >> Strong analytical skills
- >> Fluent in English, fluent in other foreign languages such as German and French is an advantage
- >> Frequent traveling required

SALARY

A good salary package depending on qualification and experience. Good secondary conditions are being offered.

Contact Information

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