

## Sales Engineer Automotive

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Company: AWL-Techniek

Location: Netherlands

Category: other-general

Do you have a strong commercial focus and do you know how to translate customer demand into winning offers thanks to your empathy, technical knowledge and persuasiveness?

Then we are looking for you!

### **Who is Business Unit 2?**

BU2 is the global (development) partner for our customers in the automotive industry (mainly car seats). Our customer base consists of customers with long-term relationships and high technical requirements, as well as new customers from other automotive sectors. Our current customers see our performance as a benchmark in the market regarding laser and arc welding solutions. Our advanced product and process knowledge is highly valued and therefore we have a very intimate relationship with most customers. In the automotive market we are looking for new customers with new applications for our process innovations (e.g.: laser welding of fuel cells and vision technology) and our smart standardized solutions. The customers in BU2 are located all over the world. This means that BU2 is always in close contact with our other AWL branches and together we ensure the global productivity of our customers. – WE ARE ONE AWL!

### **What will you do?**

As a Sales Engineer you will be responsible for issuing winning bids to our customers. You are part of the sales bid team where you work closely with Proposal and Cost Engineers. You are the one who makes the plan to develop a proposition that fits within the technical, planning and budget requirements of the customer.

You actively contribute to the realization of our commercial and financial development,

and sales objectives. You have a strong relationship with our customers and know exactly what is going on. Therefore, you are present at the customer's premises on a regular basis. This means freedom, but also requires a flexible attitude and willingness to travel internationally.

At AWL, we pride ourselves on committed and lasting relationships with our customers and employees. As a Sales Engineer you fulfill an essential internal, coordinating and directing role. Therefore, we believe it is important that you have empathy and ownership. You know how to get the best out of your team, convince customers and show guts and tact!

Your challenges:

You are the customer's point of contact;

Together with your colleagues you translate the wishes and requirements of our customers into suitable and winning offers (both technical and commercial);

You have an eye for the various opportunities running, you can't have the focus everywhere but you know exactly where your attention is needed;

You take the decision in the internal quotation decision-making process;

You are responsible for negotiating with our clients and closing the deals;

Ensuring proper handover of projects to project management and executive departments;

You work in an international market where you also provide a lot of support towards the other OpCo's (US & MX), this requires flexibility regarding working hours;

You follow the market and identify trends and developments that offer opportunities in technology, price and competition.

### **What are we looking for?**

In the role of Sales Engineer, you are the leader of the bid team. You ensure that the bids reach the customer on time, with good quality, delivery time and price. You form the deal together with your team and the customer, you make the choices in the team and make sure the customer is kept up to date.

You are technically skilled and have knowledge of machine building;

You have good communication skills, ensuring both internal and external coordination;

You are willing to travel frequently intercontinental to customers;

German language is important in this role, you must at least enjoy learning it. In addition, you are proficient in the English language;

You have a bachelor level of thinking.

### **What can you expect from us?**

AWL offers a challenging workplace that appeals to your creativity and development so that you can continue to grow as a professional. We see our employees as the most important capital of the organization and offer ample career and learning opportunities. In addition, of course:

A good salary between €4,500 and €6,200 and a bonus scheme;

The possibility to work (partly) from home;

An international dynamic project organization with a great team of Sales colleagues;

Access to our own AWL Academy with > 50 training programs, focusing on both hard- and soft skills;

A good (secondary) benefits package (in accordance with CAO Metalektro) with 27 vacation days and 13 ADV days.

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