

TECHNICAL SALES ENGINEER

TYPE OF CLASSIFICATION:

Exclusive agent (one-firm agent) or non-exclusive (multi-firm agent) with a remuneration upon invoice in Euros.

TRAINING AND PROFESSIONAL EXPERIENCE:

- Degree in Electrical Engineering/Mechanics/Thermotechnics or a Diploma in the same disciplines;
- Solid previous experience, confirmed and verifiable, in a similar position achieved preferably in an industrial sector similar to our Company for applied technologies and flexibility to the customization of products and the solutions proposed;
- Excellent knowledge of English, spoken and written, and preferably also Italian.

COMMUNICATION AND INTERPERSONAL SKILLS:

- Politeness, openness, attitude to dialogue and collaboration;
- Maturity and a strong sense of responsibility, loyalty and intellectual trustworthiness;
- Strong curiosity and propensity to learn;
- Enterprises, problem-solving skill and decisive decision-making
- Dynamism, strong motivation;
- Excellent organization capacity, planning and reporting skills;
- Strong listening skills and flexibility to be able to take and anticipate the needs of the customer and interact constructively with the other members of the sale department;
- Flexibility, stress resistance and resilience.

TASKS:

- Suggest to ESA Sales Manager plan for medium- and short-term business and product plans in order to implement the company's strategic directives and ensure the achievement of the expected marketing and sales objectives;
- Explore business opportunity in the Turkish and Middle Eastern market searching for new potential customers, selecting them according to the guidelines agreed with ESA General Management. During the selection of new contacts, it is essential to promote the

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ISO 9001 PED 2014/68/UE



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know-how developed over the years with the patent solution and in the meantime recognizing in the customization one of the prerogatives of our company;

- Develop customer loyalty with existing Customers by visiting them periodically in order to promptly take their current and future technical needs;
- Have a deep knowledge of ESA products in order to propose them and explaining their prerogatives and application and economic advantages, be able to provide an excellent technical support in all phases of the sales process;
- Know and monitor the products and technical solutions adopted by competitors in order to identify possible improvements for ESA's products and services;
- Take care of all the steps of the sales process, from the examination of the request to the preparation of the commercial offer, the management of the order, up to the delivery of the product / service, including the installation and start up steps if necessary;
- Actively participate in trade fairs and events in the sector;
- Keep the sales manager constantly updated about the outcome of the negotiations in progress and about the achievement of the agreed commercial aims;
- Cooperate actively in cases credit collection and the release of the practices according with the company procedures and the business roles and defined on single case the strategies and methods with the involved departments;
- Cooperate actively with all divisions of the Company in order to increase the company's prestige and maintain a high level of customer satisfaction;
- Constantly update the own technical skills to better understand the requests and needs of different customers in order to recommend suitable products and solutions;
- Reply to the first after-sales requests of the customer to solve any technical problems related to the use of the machine;
- Support ESA technicians during the technical services in your area.

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