



<https://www.artemys.be/job/pre-sales-manager-in-industrial-automation-technologies/>

## Engineering Manager in Industrial Automation Technologies

### Description

On behalf of our client, a large international manufacturer of high-level electrical equipment and solutions and a leader in digital technologies for energy management, we are looking for an **Engineering Manager in Industrial Automation Technologies**, who will be providing technical assistance with respect to automation products and solutions offered to the clients.

Location: **Uccle, Brussels + flexible homeworking option**

### Responsibilities

As an **Engineering Manager in Industrial Automation Technologies**, you will be in charge of project management, you will assist sales engineers during their visits to the clients and provide technical input on a range of automation products and software solutions offered, such as PLC systems, touchscreens, various hardware components, network technologies...

### Key responsibilities:

- Defining solutions in accordance with client needs
- Managing the programming process of software solutions related to specific hardware solutions, and linking them to the Cloud
- Promoting the range of automation products and solutions
- Presenting different technical options to clients together with the technical-commercial team
- Working together with the sales team to select the right product and solutions for the clients
- Coordinating the implementation of the solutions and managing various technical aspects of such projects
- Working on several offers at the same time and coordinating tendering activities; the offers will range between several thousand and several million euros
- Maintaining close and lasting relationships with key clients – meeting with them on a regular (weekly) basis and being their trusted advisor
- Working only with clients that are in need of products and/or services; no prospection outside sales action will be requested
- Participating in the aftersales service when needed

### Qualifications

- Relevant technical degree in an engineering field (Automation Engineering, Information Technologies, Computer Science, Industrial Automation, or similar)
- Native proficiency in one of the two national languages (**French or Dutch**); knowledge of the other will be an asset
- Proven experience in a similar role
- An affinity for IT solutions is mandatory
- Excellent knowledge of process automation systems and a solid understanding of embedded and distributed control solutions
- Willingness to learn about hardware components
- Ability to work in a meticulous way, with a high level of precision

**Hiring organization**  
Artemys

**Employment Type**  
Full-time

**Duration of employment**  
CDI

**Industry**  
Industrial Automation

**Job Location**  
Uccle, Brussels Region

**Date posted**  
20 April 2023

- Self-driven technologist with the ability to work autonomously
- Knowledge of some IoT protocols, as well as OPC UA, PLC, Node-RED, and HMI will be an asset
- Basic knowledge of Industry V4.0 is a plus
- Good communication skills and ability to build sustainable and reliable client relationships
- Excellent organisation skills and ability to deal with an intense workload
- Excellent verbal and written communication skills
- Team player; flexible; committed to learning and education, and continuing personal and professional development

**Job Benefits**

- A full-time employment contract
- A full and competitive compensation package with many advantages (fixed salary, insurance, bonus system, meal vouchers, company car...)
- Continuous learning and development opportunities and access to the internal mobility program
- Flexible home working option