https://www.artemys.be/job/project-engineer-industrial-electricity/

Proposal Manager – Industrial Automation [CLOSED]

Hiring organization
Artemys

Employment Type
Full-time

Duration of employment
CDI

Industry
Energy and automation

Job Location
Antwerp Region

Date posted
6 December 2023

Valid through
29.02.2024

Description

For one of its clients – an international manufacturer of electrical devices and provider of related solutions and services, a leader in the digital transformation of energy management and digital solutions for energy efficiency – Artemys is looking for a **Proposal Manager – Industrial Automation**, who will fully understand bid specifications and translate client needs and requirements into technically and commercially feasible offers, and contribute to the company's primary goal – to make the most of our energy resources.

Location: **Antwerp Region**

Responsibilities

As a **Proposal Manager – Industrial Automation**, you will be part of the sales and business development function and you will be responsible for the promotion and sales of a range of industrial automation electrical components and solutions. Moreover, you will participate in the effective development of projects together with the project team, and you will be required to familiarise yourself with the company's products and solutions in order to be able to work on project definition, scope, and best-fit technical solutions.

Key responsibilities:

• Develop and maintain a broad understanding of the company's product and service offering
• Be fully familiar with specific client portfolios and assess opportunities to improve business results
• Be willing to undergo regular training and upskill in order to be able to provide technical support to clients and educate them on products and services offered
• Promote and sell a wide range of industrial automation products and solutions, and related technical services (installation, start-up, maintenance, testing, repair, replacement, retrofit/upgrade of the installed equipment)
• Interact with the clients, identify their needs, and proactively offer a range of industrial automation products – from components to complete technical solutions
• Define the scope of work, give an estimation, and prepare offers and quotas – taking into account commercial and technical requirements, execution risks, and minimal technical compliance
• Work as part of the team responsible for the design of customer solutions, costing, and preparing customer-focused proposals
• Interact readily with other business units, field sales counterparts, and business partners in order to drive sales results and client satisfaction
• Work closely with support functions, e.g. the marketing department, and perform sales follow-up of marketing leads
• Work closely with operational teams of technicians, who will provide you with relevant and timely input and leads as to the situation on the field i.e. at a client's site
• Build and maintain solid and lasting relationships with clients and key stakeholders and ensure a high level of client satisfaction

• Ensure increased availability, timely communication, assisting with orders, and following up on accounts
• Perform all reporting and forecasting duties and obligations in a timely manner
• Use social selling techniques to drive sales engagement

Qualifications

Technical skills and experience:

• A relevant **technical degree** (in electricity or electrical engineering, industrial automation, electronics, service engineering, or similar)
• Relevant experience in the area
• Experience in technical sales

Other competencies and qualities:

• Commitment to continuing personal development and expanding professional competencies
• Ability to work independently as well as in a team
• Strong communication and organisation skills
• Ability to build a sustainable and reliable client relationship
• Excellent verbal and written communication skills
• Effective time management and organisation skills
• High level of digital proficiency (networking and CRM tools)
• Intellect, resolution, pragmatism; and sales as fundamental part of your DNA
• Professional proficiency in **Dutch**; good knowledge of **English**

Job Benefits

• A full-time employment contract
• A full and competitive compensation package with a wide range of advantages: attractive fixed salary, annual bonus, group and hospitalisation insurance, company car, monthly fixed expenses, meal vouchers...
• An opportunity to grow professionally and demonstrate significant personal responsibility in a dynamic and flexible workplace which ensures the right work-life balance
• A company culture that encourages performance and cooperation
• Continuous technical help and support from your colleagues, technical specialists
• Continuous learning and development opportunities (access to internal L&D programmes, learning on the spot, training sessions) and access to the internal mobility program