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Project Engineer – Industrial Technologies

Description

For a major client of ours – a leading global manufacturer of electrical devices and provider of associated services – we are looking for a **Project Engineer – Industrial Technologies**, who will be responsible for the promotion and sales of the company's products, solutions, and services in the field of industrial technologies, with a view to developing and maintaining the client base and accelerating sales growth in the targeted market.

Location: **Brussels**

Responsibilities

As a **Project Engineer – Industrial Technologies**, you will be in charge of the promotion and sales of a variety of industrial technology products and solutions, as well as related technical services to clients across industries. Your clients will be among the top large-scale companies and key stakeholders in the energy sector.

Your key objectives:

- Effectively manage client portfolio and client requests
- Drive growth by offering your company's industrial technology products, solutions, and services
- Build and maintain solid and lasting relationships with key stakeholders within your client base to ensure a high level of client satisfaction

Your key responsibilities:

- Promote and sell a wide range of **large-scale technical products and solutions** (industrial technologies, building technologies, datacentre technology, energy power systems, hardware and software), as well as related **technical services** (installation, start-up, maintenance, testing, repair, replacement, retrofit/upgrade of the installed equipment)
- **Interact with the clients remotely** – contact them by phone / perform cold calling on a regular basis; answer inbound calls and emails; use other forms of digital interaction (video meetings, Internet, social media) – what's more, you are expected to actively interact with your clients on, and be an active user of digital channels, such as LinkedIn
- **Learn and listen:** understand your client's business and identify their needs

Employment Type

Full-time

Duration of employment

CDI

Industry

Energy and automation

Job Location

Brussels , Flemish Brabant

Date posted

20 July 2022

Valid through

07.10.2022

- **React promptly and accurately:** be prepared to answer your clients' questions and inform them about your products and services; call the clients, proactively offer a range of your company's products – from industrial components to complete technical solutions (including the solutions for homes, buildings, data centres, infrastructure, and industries) and services; define the scope of work, give an estimation, and prepare offers and quotas, based on the client's request
- **Do the follow-up:** ensure that each demand is fulfilled on-time and on-quality, and that the client is satisfied
- Cooperate closely with other sales teams and business partners in order to meet clients' demands
- Develop a cross-selling function between the company's lines of business to increase availability of internal sales channels
- Manage your leads efficiently (sales/marketing, technical, customer care centre and other leads), analyse and qualify new sales opportunities, and create new points of contact
- Undergo regular training and self-learning in order to be able to provide technical support to your clients and educate them on your products and services
- Communicate regularly with your clients, provide accurate and timely feedback and reporting
- Perform regular follow-up and the necessary administrative tasks; ensure that all sales activity is properly recorded in internal systems (maintain client database and keep it updated with sales activities, records of client interaction, and other relevant documents and information)

Qualifications

Technical skills and experience:

- A relevant technical degree in Electrical/Electronic Engineering
- Native proficiency in Dutch + good knowledge of French and English
- Strong electrical background
- Experience in similar roles, i.e. in a technical sales area
- Proficiency in Microsoft Office suite (Excel, Word, PowerPoint)
- A sales and client-focused mindset
- **Other competencies and qualities:**
- Strong communication skills – verbal (over the phone/in-person) and written
- Strong problem-solving and organisational skills
- Ability to work independently, but also to develop strong interpersonal skills and be a true team player
- Ability to build a sustainable and reliable client relationships
- Proactive, entrepreneurial, and responsible person, enthusiastic about your work
- Flexible, open-minded person, with a positive attitude
- Well-structured approach to work, especially the ability to prioritise and multitask efficiently
- Commitment to continuous learning and development and to expanding professional competencies

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 insurances, monthly fixed expenses, meal vouchers...

- Flexible home working option
- 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