



Sales Engineer south-east

Company description:

PHOENIX CONTACT: bringing expertise and enthusiasm to you – worldwide

From our headquarters in Blomberg (North Rhine-Westphalia), we maintain contacts throughout the world. Our mission: to offer you the best possible solution for your electrical engineering and automation tasks.

We are close at hand: with our own production sites in ten countries, 50 dedicated sales subsidiaries, and more than 30 local agencies.

<https://www.phoenixcontact.com/online/portal/ro>

Responsibilities in designated area:

- Availability for intensive business travel;
- Business development, marketing approach, new opportunities;
- Multiple sales channel management;
- Market analysis and prospecting;
- Customer support;
- Offers/orders analysis;
- Competition reports;

Prerequisites:

- Engineer License, preferably in electrical or automation field;
- Relevant experience in direct and indirect sales can be considered an advantage;
- Self-organized, planning abilities, working under Home Office system;
- Strong personal motivation, good communication skills;
- English Language;
- A high level of passion to succeed and a strong level of self-motivation;
- An effective team player with a strong work ethic;
- Advanced knowledge of the sales process with the ability to understand and interpret customer needs using fact-finding to identify sales opportunities;
- Motivated , results-oriented person;
- Driving license (B);



Offer:

- Company Car, Mobile phone, Laptop, Tablet, Internet Access;
- Competitive salary;
- Bonus for Performance;
- Trainings;
- Other benefits;

Please send application form to rencica@phoenixcontact.com