

Sales Developer Europe

Eurotech is looking for a Sales Developer responsible for the European Market of its business of Systems and Solutions for communication, video surveillance, storage and localization in rolling stocks, trams, and buses. With subsidiaries in USA, Europe, China, and Japan, Eurotech is a leader in the embedded and pervasive computing field, delivering superior technological solutions that are changing how computers are used in Industrial, Medical, Transportation and Defense.

The job is based in Europe. Extensive travelling to clients sites and Eurotech Companies will be required.

Main Responsibilities:

- The European Sales Developer will be responsible for the development of customer accounts for the Systems and Solution business in the Transportation Market. The profile of these accounts range from existing customers, where the principle activity is an extension of Eurotech's penetration into the customer organisation, to new customers and the generation and qualification of new prospects and enquiries.
- The position involves direct responsibility for all aspects of the sales process, including lead generation, qualification, identification of customer requirements, quotation management, closure and subsequent account development.
- The position will involve regular travel into the customer territory and to Eurotech Offices.
- You will be required to provide monthly progress reports to include an update on key potential customers, a three month forecast, including market intelligence, such as feedback on pricing & competition, the state of the industry and opportunities for product development. You will be expected to contribute to the growth and development of the Sales Team by actively seeking to share knowledge and to support other members of the team.
- It is essential that you take a leading role in representing the company on new opportunities and help the Sales Team develop further business in existing accounts.

Other Functions

- Provide colleagues and management with regular project updates
- Provide colleagues and management with regular performance reports on the effectiveness of marketing promotional material
- Provide colleagues and management with regular reports on market and competitive activity
- Perform any other duties as reasonably directed by your Manager

Preferred Qualifications

- HND/Degree, or equivalent in an Engineering subject
- And/or the ability to demonstrate capability in each of the key competence areas above

Preferred Experience & Skills

- A successful and proven record of sales growth within a B2B environment based upon sales of technical products and solutions within the embedded computer industry
- A good understanding of industrial based computing solutions
- Experience in selling to System Integrators/Resellers, end users and OEMs
- Experience in the Transportation Sector Embedded Market
- Excellent English and German, a third European language is a plus
- The ability to produce and deliver professional sales proposals and sales presentations of products and solutions to technical, commercial and directorate staff within customer organizations
- Possess a proficient understanding of CRM techniques
- Strong communication and interpersonal skills, and a natural ability to work with a variety of personalities
- Display enthusiasm and an energetic approach to the role

Personal Characteristics

- It is critical that the individual in this role is a highly motivated, self driven person, who is prepared to go the extra 'mile' to make a difference as Eurotech has an established reputation for quality product and technical support.

If interested, please send your application to position@eurotech.com specifying 'app_sales_tr_EU_Firstname_Lastname' in the email subject.

Please note that only shortlisted candidates will be contacted