



SENIOR TECHNICAL SALES

Permanent contract, North of Grand-Duchy of Luxembourg

Fonction :

The Senior Technical Sales person will be in charge of the technically demanding part of the client management business. The position's scope is a mix of account management and new business development, with a clear primary target of keeping existing clients first. The holder of this position will play an active role in servicing all existing clients worldwide and in actively acquiring new clients. He/she will be a key team member in ensuring superior client experience by providing excellent administrative, commercial and organizational support in all client-related processes. Serving as a main point of contact, he/she will deliver optimal support service in processing orders and dealing with queries.

The job tasks also include:

- Liaising with the Forecast and Production Planning /Market Intelligence departments to promote valuable products, accurately forecast future sales, and form sales plans in order to adapt to constant shifts in the marketplace;
- Being responsible for the achievement of Export sales' results/objectives;
- Maintaining or increasing export sales volume and establishing selling price by constantly keeping up-to-date about supply and demand, changing trends on the market, economic indicators, and competitors.
- Leading the day-to-day operational Export Sales.
- Being in charge of the implementation, follow-up and maintenance of the Export sales strategy, policies;.
- Ensuring that sales targets are met within the given deadline;
- Continuously motivating the export sales back office team and inspiring them to stay focused on the company's goals;
- Having overall responsibility for the delivery of a high-quality of service and compliance to the industry's rules and regulations and for the respect of the internal procedures defined by the Head of Sales.

Profile :

- You have successfully completed your studies in civil engineering with a focus on construction or structural engineering
- Language skills: German and English (fluent)
- A first experience in a similar position is wished. Knowledge or experience in steel frame structures is a strong plus.
- Strong knowledge of current regulations and relevant regulations

- You have a strong technical understanding and are enthusiastic

To apply :

- Send your resume and application letter to our HR Department: recrutement@lease.lu. By submitting your application, you give your consent for the collection and processing of your personal data in order to fill a vacancy and/or to be registered in our recruitment pool.
- Your application will be treated with all our consideration.