

- AREA SALES MANAGER -

1. OBJECTIVE OF THE POSITION

Achieve/build profitable sales from new and existing customers in the service market of heavy-duty gas turbine market for the appointed focus region in order to achieve the company's goals and strategy regarding order intake, turnover, profit and margin.

2. PRIMARY RESPONSIBILITIES

- Responsible for the definition and execution of sales budget
- Secures and expands customer base
- Defines and contributes to, in collaboration with the team, the definition of the area business plan
- Formulates and executes proposal strategies to serve the customer's needs, managing negotiations
- Follows sales process from opportunity identification through proposal and contract flow down
- Leads deal structuring, pricing and all other proposal development activities interfacing with all functional groups within principal home offices in the Netherlands
- Provides periodical information to the Manager Sales & Marketing by collecting, analyzing and summarizing commercial & marketing data
- Responsible for a smooth collaboration with other departments within the company and the group companies
- Promotes and follows ethical business practices
- Delivers input for business development and product development.
- Actively contributes to achieve continuously improvement

3. SPECIFIC TASKS

- Active acquisition on target gas turbine users in the area
- Initiates and coordinates monthly, quarterly, and annual sales plan and strategies to secure achievement of target.
- Gives assistance and encourages the team members to enhance personal and team target as well as reviewing other team member's prepared proposals.
- Represent Thomassen Energy at customer events, exhibitions and fairs
- Manages negotiations
- Effectively maintains knowledge of market trends, customer requirements, competitor actions, and customer base
- Gives support to the operations team in the Customer relationship during the projects' execution
- Contributes to the tracking and registration of the Sales Team's (K)PI's and suggests and advices on improvement possibilities.

4. COMPETENCES

a. Education

- *Bachelor in engineering or similar bachelor education with strong technical affinity.*

b. Additional Training / Knowledge

- *Sales specialization*
- *Program & Project management*
- *Ninja I Lean/6s CIP certified*

c. Experience

- *Minimum of 3 to 5 years' experience in a similar position preferably related to the international gas turbine service business.*
- *Proven track record of securing RFQ's and orders*
- *Experienced in the sales of complex projects*
- *Experienced in managing long-lasting sales processes*
- *Experienced in the designated area*
- *Proficiency in MS Office*

d. Personal skills:

- *Proficient in English. Depending on the focus area, proficiency in applicable language is a plus*
- *Good organizational and planning skills*
- *Interpersonal skills & Team work*
- *Manage and drive for results*
- *maximize empowerment*
- *Customer oriented mindset*
- *Excellent Analytical skills*
- *Demonstrate adaptability*

5. PLACE WITHIN THE ORGANISATION

Position holder is part of the Sales Team and directly reporting to the Manager Sales Team.
Position holder has no direct reports.