

Sales Engineers Europe

Front End Sales: Spain, UK, France, Germany, Scandinavia

About Multi-Wing Group

Shaping airflow for future generations! This is the mission of Multi-Wing Group – a world leader in custom-designed axial fan solutions. The company started north of Copenhagen in Denmark and has developed into an international company with a global presence. Today, Multi-Wing has around 450 employees located in Multi-Wing companies around the whole world. Being the world's leading expert and dedicated manufacturer of tailor-made axial fans, Multi-Wing has designed products and services for radiator and engine cooling, ventilation, air conditioning, heating and refrigeration markets all over the world for more than 60 years. The key to success is Multi-Wing's innovative modular system that allows the creation of a very wide range of axial fans tailor-made for the client's specific needs.

The role

You will be part of Multi-Wing Sales team in Europe and be joining a modern and dynamic global company that emphasizes action, quality, flexibility and innovative thinking. Our company has an open-minded atmosphere and an excellent but demanding work environment. We are involved in the projects from start to finish and have a wide range of contacts across the organization in our daily work.

We are looking for new Sales Engineers in Spain (Madrid & Barcelona area), UK (North area), France (Lyon area), Germany, Scandinavia.

Key areas of responsibility:

- Present, promote and sell the entire range of products and services using solid arguments to existing and especially prospective customers in a dedicated geographic area
- Develop the market for fan packs as well as any newly launched product in conjunction with the GM and Sales manager
- Perform cost-benefit and needs analysis of existing/potential customers to meet their technical and commercial needs
- Establish, develop and maintain positive business and customer relationships also by keeping the CRM system constantly updated
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyse the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback

Multi-Wing's corporate culture is characterised by dynamic, continuous development and changes and by key words such as structure and planning. We are passionate and proud of Multi-Wing, we encourage diversity and believe that flexibility combined with mutual respect and integrity provides the foundation for a great work environment and a corporate culture. Our continuous success and growth depend on our employees' qualifications, competences, motivation and engagement. Therefore, we focus on fulfilling each employee's potential by training and development. Visit www.multi-wing.com for more information.

Professional Qualifications:

- Proven work experience as a Sales Representative if possible in the fan, HVAC & R industry or in another component sales position for the OEM industry
- Excellent knowledge of MS Office
- Familiarity with ERP and CRM practices along with ability to build productive business professional relationships
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, negotiation, and communication skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback
- Bachelor's degree in business, engineering, or a related field
- Willing to travel

Personal qualifications:

- This role fits to a person who is inspirational, manipulative and has the drive to achieve.
- The job is likely to require that tangible, measurable results are to be obtained despite opposition or resistance to their accomplishment. There may be pressure to meet deadlines in an environment laced with a wide variety of problems and unexpected interruptions.
- Communication and people skills are key aspects of the job.
- The person fulfilling this role should be self-starting, competitive, imaginative, direct, influential, persuasive, and self-confident. Independence, mobility, activity, pace and authority are also factors which could be important to this position.

We offer:

- A challenging job opportunity in an international SME company
- Professional growth and team support
- A unique and attractive workplace with a strong set of values and great team spirit
- Country benefits

Start date: Immediately

Type of contract: Full-time

For further information about the position or apply directly please send an e-mail to Kate Dvorackova: kdv@multi-wing.com

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