

Kelvion



THERMAL
SOLUTIONS

SALES MANAGER SERVICE & CONVENTIONAL

WELCOME IN KTS

We are the technology market leader in the global heat exchanger industry. Since 1920, we have been manufacturing heat exchangers for almost every conceivable industrial application and offer customised solutions for even the most complex environmental conditions.

The person will have a strong focus on the service business in Benelux, France and UK / Western Europe that is mainly driven by refineries, end-users (Energy from Waste plants, Power Plants and Process Industries).

They will support the achievement of the Order Intake, by month/year for all activities in Western Europe.

Additionally, they will support the monthly/quarterly forecast process in Western Europe and aggressively follow-up the projects.

This position is located flexibly and will Home-Office based, when not travelling.

The candidate will report directly to the: Sales Director – Western Europe (Conventional).

REQUIREMENTS

- Customer oriented sales manager focused on technical sales with proven track record and first hand experience in a medium sized, international / global organisation, preferably in a mechanical / technical engineering environment.
- Basic knowledge of heat exchangers / thermodynamics will be an advantage.
- Sales experience with a clear customer orientation
- Service and/or end-user oriented person.
- Team oriented, able to identify what needs to be improved but also make suggestions for solutions.

RESPONSIBILITIES

- Develop and implement a service sales strategy for assigned countries in Western Europe.
- Promote the unique selling propositions (USP's) of KTS and increase the awareness of the KTS Brand and solutions throughout the sales territory.
- Build relationships with key customers in the region, fully focused on refineries and end-users.
- Ensuring a high level of transparency throughout the sales process; gathering valuable customer information, understanding purchasing strategies and contributing to a proposition that ensures differentiation from the competition.
- Closing open opportunities and systematically expanding the business.
- Delivering a monthly sales budget and ensuring an accurate monthly forecast.
- Increasing market share and order intake year-on-year in KTS' core product lines.
- The use of KTS's CRM K°Onnect standard practice in the region, with full responsibility for inputting all updated customer and market information into K°Onnect."

OFFER

- Full-time role with excellent long term potential for the right candidate in a growing company.
- Competitive salary.
- Technical trainings, certificates, and upskilling if needed.
- Employee benefits package.

YEARS OF
EXPERTISE

100+

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www.kts.kelvion.com