

## BUSINESS ENGINEER

DEFINOX is located in an attractive business area in the South of Nantes (west french cost). With more than 50 years of knowledge & activity, DEFINOX is the leading valves sales company in France. Located in more than 50 countries around the world, we are specialized in the R&D, the manufacturing and sale of hith tech valves for food, cosmetic and pharmaceutocal industries.

Reporting to the Scandinavia Europ Sales Manager, you're in charge of prospecting and convincing new customers in Germany.

After a specific integration plan, you identify your prospects & customers needs and provide them the appropriated solutions. You define and implement your business action plan. As a trust partner, you provide technical advice to your contacts, manage them, establish and negotiate your sales offers, identify and answer to « appels d'offres ». You keep in touch and visit your prospects and customers and participate in sales shows.

As a good communicant, you share internally on market information and realize thoughtful analysis and relevent reporting of your activity and business.

This position requires flexibility and travelling. On home office you live on your geographic area, necessarily in North Rhine – Westphalia / Hesse / Rhineland – Palatinate / Baden – Wurttemberg or Bavaria. You operate all over Germany.

With a technical engineer or sales background and education, you have minimum 5 years first successfull experience in a sales position in B to B industy, ideally acquired in the food industry. Your are an employee recognized for your business intuition and your good feeling and understanding of German market 's challenges. You're passionate with the valves. You are open minded to the world and collective minded. You are enthusisatic, know how to convince and inspire desire. Operational and commited with a huge customer satisfaction orientation, you'll have to quickly develop your German market in autonomy.

You're fluent in written and speaking english. Speak french will be appreciated.

Company car – Fixed & Bonus compensation to be defined on experience.

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