



Are you a commercial talent, and want to strengthen our Sales team?
Then we are looking for you!

Sales Engineer

Job descriptions

As a sales engineer you are part of the sales team. Since you act as intermediary between the customer and operational departments you are in daily contact with colleagues of the project-, production-, logistics- and finance departments. You report to the Commercial Director. The working location is at our main office in Leiderdorp.

Responsibilities

- Advising customers to come to the technically and commercially optimal solution for ship automation, navigation and hybrid propulsion systems
- Assessing and advising on contract requests, sales conditions and payment conditions
- Preparing and keeping track of outstanding quotations
- Acting as intermediary between the customer, project department, production and logistic departments
- Process incoming project orders and arrange the transfer of new project to the projects department
- Keeping commercial documentation such as price lists, quotation templates and reference lists up-to-date

Requirements

- Completed study on HBO level / Bachelor of Science
- Working experience in the field of shipbuilding, shipping, automation or electric installations
- Skilled in communicating in English (speaking and writing)
- A pro-active, self-starting attitude
- Being able to think from the perspective of the customer
- Service-minded and flexible
- Structured working approach
- EU residency

We offer

- A job in a flexible and very international environment
- An informal, collegial working atmosphere
- We offer (further) growth opportunities
- A team of enthusiastic colleagues
- A competitive salary

- A good secondary employment package

Who we are?

Founded in 1965 in Leiderdorp, The Netherlands, Praxis Automation Technology is a manufacturer and supplier of automation, navigation and green propulsion systems for sea going vessels.

Our passion for shipping and technology is the engine of our company. We offer high-quality innovative systems that use the very latest technologies. A key strength is being able to convert the wishes and needs of our customers into a tailor-made quality systems, our company is a trendsetter in sustainable innovations.

We supply our products to international shipyards, ship owners and installers and serve them via our selected global network of service and maintenance points.

With more than 80 employees in The Netherlands and a network of 42 worldwide sales and service locations Praxis has built up a reputation as a solid partner and we are market-leading in our field. The high-quality knowledge and experience of our employees is the driving force that pushes us forward to reach new achievements.

We distinguish ourselves through the involvement of our people. We take each other into account, we are always open to feedback and are honest and respectful. We naturally take a step extra, show decisiveness and initiative. In short: a pleasant environment to work in! We are therefore a reliable partner on whom our customers and employees can build.

www.praxis-automation.com.

Interested?

Please send your CV accompanied by a motivational letter to jobs@praxis-automation.nl mentioning the job title you are applying for.