

VISIT HAUZER.NL
FOR OUR VACANCIES!

GLOBAL HIGHTECH TEAMWORK

IHI Hauzer Techno Coating is an international high-tech organization, with over 210 employees and branches in Venlo, Barcelona, Yokohama, Shanghai and Olten. At our home base in Venlo, we develop and assemble plasma coating systems with vacuum, sputtering and arc evaporation technology, that find their way around the globe, to customers with notable names. At this medium-sized company, lines are still short and you can make a difference. Hauzer was founded in 1983 and became part of the Japanese IHI Group in 2008. The IHI Group is a group of more than 210 companies totalling up to 29,000 employees.

SALES MANAGER CUSTOMER SUPPORT

WHAT CHARACTERIZES THIS JOB?

In this new position you will become responsible for the sales strategy of spare parts and service contracts. This includes price settings, stock levels, package deals, supplier options, strategic stock locations and local sourcing. You will also be involved for the Service Level Agreements with both our suppliers as our customers.

Furthermore we expect you to act as a sales coach towards the Account Managers CS and support our Sales department e.g. for sales of service support modules/contracts and developing methods to simplify sales of spare parts via our website.

You will collect existing and new data from all departments, suppliers and customers worldwide, to come to proposals for improvement of spare parts and service contracts sales.

You will be part of the Customer Support department, existing out of 8 direct colleagues among which Hauzer's Field Service Engineers and Account Managers CS. You will report to the Manager Customer Support.

WHAT DO WE ASK?

- You have a bachelor degree at minimum;
- You have relevant international sales experience for customer support within an industrial B2B environment;
- You have excellent analytical skills and you are a valuable and pleasant sparring partner;
- You are well experienced in data mining from our ERP software like Exact Globe, turning raw data into useful information;
- You are able to set up a convincing sales strategy and implement it into the Customer Support department;
- You are willing to travel worldwide when needed up to 40%;
- You have a good command of the Dutch and English language, German is a pre;

WHAT DO WE HAVE TO OFFER?

For this position we are looking for a candidate we can hire via an agency with the option to offer a Hauzer contract after 1 year.

Apart from good primary and secondary conditions, Hauzer offers an environment with room for personal development and initiative while working in an enthusiastic and dedicated team of colleagues who strive for quality and innovation.

INTERESTED IN THIS VACANCY?

Please send your cv and motivation by email to IHI Hauzer Techno Coating, Petra Vermeeren, HR Manager, pvermeeren@hauzer.nl

See www.hauzer.nl/careers for our Privacy Policy for Job Applicants.

HAUZER

IHI GROUP