

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

- New Business -

WHAT CHARACTERIZES THIS JOB?

As Sales Manager you are responsible for achieving optimum sales of products and services offered by Hauzer, with special attention to new applications and markets. Coating equipment for bipolar plates in hydrogen fuel cells will be one of the focus areas.

With a pro-active approach you contact potential customers to advise them on coating processes, coating products and related equipment. You coordinate the sampling of customer products, leading to qualification of Hauzer coatings.

In cooperation with the Director of Sales and the New Business Developer, you make quotations, negotiate about contracts and eventually close the deal. You detect the needs of potential customers and translate these into proposals for the sales team.

Together with your sales colleagues you set up the sales plan which ensures growth in our market segments for the long run. You do this by among others providing input regarding sales network, sales promotion, market know how and sales forecasts. This includes knowledge of new markets and developments in products, equipment and processes, as well as knowledge of competitors processes, products, pricing and market approach.

WHAT DO WE ASK?

- A bachelor degree and technical sales experience, selling high value capital investment products in a B2B environment;
- The drive and ambition to realize sales in markets which are new to Hauzer;
- You can build as well as maintain good customer relationships, continuously reinforcing Hauzers position in the market;
- You are ambitious, full of initiative, self-reliant but also a team player who keeps the companywide interest in mind;
- You have an excellent command of the English language and you are willing and able to travel worldwide > 40%;
- Any experience/knowledge/affinity with coating technologies (PVD/vacuum) and/or the fuel cell market is a pre;

WHAT DO WE HAVE TO OFFER?

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?

We have outsourced the search for this vacancy to Vaes & Linthorst. In case of interest please contact Evert Linthorst: +31 6 411 511 88 / linthorst@vel.nl. Or visit <https://www.managementmatching.nl/vacature/sales-manager-new-business>

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