

JOB DESCRIPTION: SALES MANAGER

JOB TITLE: Sales Manager
REPORTS TO: Business Unit Sales Mgr

MISSION

Sales Manager is responsible for business development with assigned customers by achieving targets according to Estamp business principles.

ESSENTIAL DUTIES AND RESPONSIBILITIES

1. To maintain and develop business with assigned customers according to the targets fixed within the Estamp Sales strategy.
2. Participation in the preparation of the Sales Strategy with assigned customers and resulting Sales Plan. Afterwards, execute the action plan under BU Sales Mgr. supervision.
3. Participation in sales forecast preparation.
4. Satisfy the customer needs by keeping a fluent communication with them to:
 - Continuously identify customer needs.
 - Understand updated customer strategy in different markets.
5. Identifying new potential business opportunities.
6. Continuous communication and reporting to BU Sales Mgr.
7. Permanent contact with internal project team to transfer customer needs and expectations as well as strongly keep networking with other internal project teams to join customer expectations synergies.
8. Lead the project team in the communication with customers.
9. Clearly understand and afterwards designing customer organisation charts, identifying current decision makers, and other relevant team members in each key area (Purchasing, Engineering...).
10. Reception and management of RFQs, coordination of RFQ activities with Project Team leaders, Sales Price definition and negotiation tactics along with BU Sales Mgr.
11. Offer submission/presentation to customer and later quote follow up.
12. Quote negotiation (prices, Lead times ...) & business acquisition.
13. Ensure customer satisfaction is kept as a main Estamp's competitive advantage: "To win the right to last call".
14. Comply with and enforce internal policies and regulations on Safety, Health, Environment and Compliance. As well as, to participate actively in the implementation of the measures defined to reduce labour and environmental risks.

REQUIREMENTS

EDUCATION AND EXPERIENCE

Engineering University Education or equivalent. Additionally, business education is valued.

Minimum five years' experience in Sales management within the automotive industry is mandatory. Knowhow of metal stamping industry is appreciated.

High English level is essential. Knowledge of other languages (French, German) is also valuable or even mandatory depending on customer to manage.

Available to travel as required per the needs of the position.

SKILLS

Customer Orientation

Communication

Negotiation

Planning and organization

Proactivity

Success orientation

Commitment to the company