

Colombia Jobs Expertini®

SALES ENGINEER - WITH EXPERIENCE IN LOW AND MEDIUM PRESSURE VALVE INDUSTRIES

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Company: Helena Soluções Globais para RH

Location: Colombia

Category: other-general

SOMOS O RH DE DIVERSAS EMPRESAS! WE♥ HR!

A HELENARH nasceu de um propósito especial: Ser o RH estratégico das empresas do Brasil.

Nascemos de uma necessidade, pois sabemos que fica muito caro para estas empresas contratar um executivo ou montar uma estrutura de RH, ou ainda contratar uma consultoria internacional, e que tudo isto não irá ajuda-los do jeito e com a velocidade que precisam.

Desde então, criamos e desenvolvemos as melhores práticas de Recursos Humanos para estas empresas e ajudamos a tornar a vida dos empresários mais tranquila, pois passamos a ser o seu executivo de RH, o seu braço direito para as decisões estratégicas de curto, médio e longo prazos, alinhadas para a competitividade, crescimento e seu plano de negócios.

Tudo que fazemos é bem diferente, pois nosso pessoal curte RH a mais de 25 anos e tem boas histórias para contar. Colocamos a mão na massa em cada uma das etapas do projeto definido com o cliente, acompanhamos, mudamos rotas, fazemos acontecer! E celebramos, até por que é muito bom comemorarmos juntos cada conquista que temos!

Por estes motivos que nos movimentam e por acreditarmos em Integridade, Atitude e Humildade, você encontrará aqui oportunidades legais de carreira dos nossos clientes! Se você compartilha destes Valores, este é o lugar certo e queremos te conhecer!

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Minimum of 3 years of experience as a Sales Engineer in Valve Industries

Degree in Engineering or related field.

Strong technical knowledge of valves and controls.

Excellent communication and interpersonal skills

English proficiency.

Spanish is desirable.

Proven track record of meeting and exceeding sales targets.

Ability to work independently and with global teams

Availability to travel within Latin America and globally as needed.

Availability to attend integration training in Tianjin, China (Training expenses in China, such as plane tickets, accommodation and food will be covered by GALAXY).

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Carry out market research and reports, distributor development and customer communication.

Develop and implement sales strategies to drive valve and control revenue growth in the Brazilian and South American markets.

Build and maintain strong relationships with customers by understanding their needs and providing technical solutions.

Collaborate with the sales team to achieve sales goals and objectives.

Provide product demonstrations, technical presentations, and training to customers as

needed.

Stay up to date on industry trends, market developments and competitor activities.

Prepare sales reports, forecasts and budgets.

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