Since our foundation in 1979, Eta-com has grown to become an established name as the leading manufacturer of prefabricated electrical busbar systems with integrated cast resin insulation.
These busbar systems with aluminum or copper conductors are designed for the safe, reliable, and maintenance-free transfer and distribution of electrical power.

To strengthen our team in Boom, we are urgently looking for an enthusiastic:

TECHNICAL SALES ENGINEER

Your new challenge

- As a Technical Sales Engineer, you will be responsible for selling Betobar products and services within your assigned customer base, in consultation with the Area Sales Manager and the Sales & Marketing Manager.
- You will listen to customer needs and maintain existing customer relationships. You will prepare quotations and work with other departments within Eta-com to streamline sales.
- In consultation with the Area Sales Manager and the Sales & Marketing Manager, you will draw up a sales plan setting out the sales results you want to achieve in the coming period.

Your tasks

- You centralize, analyze, and assess quotation requests.
- Based on specifications, customer information, etc., you check and complete the necessary technical and commercial data.
- After drawing up the quotation in accordance with the design rules and clearly establishing the technical and commercial conditions (in consultation with the Area Sales Manager), you will send out the quotation and actively follow it up together with the Area Sales Manager.
- You will keep all customer data and quotations up to date in the CRM system provided for this purpose.
- If necessary, you will make project-related visits in the assigned sector(s) and draw up visit reports in the CRM system.
- You will provide technical and commercial support to our customers.
- Upon receipt of the order, you will draw up the pre-order sheet for transfer to the project manager(s).
- You will report to the Area Sales Manager to ensure optimal day-to-day operations.

Your profile

- You have a higher technical education diploma (energy technology) or equivalent through experience.
- You have sufficient knowledge of high-voltage current, earthing systems, MS and HS systems to be able to defend the application of Betobar products.
- You have experience with price and cost calculation and have the necessary sales skills to carry out your tasks in a communicative and driven manner.
- You are proactive and work in a results-oriented, structured, and organized manner.
- You have a good command of Dutch and English (both spoken and written). You have a good basic knowledge of German, French, and Spanish (if necessary for your assigned sector).
- You have the necessary experience with software programs such as Word, Excel, and PowerPoint.

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What we offer

- Eta-com offers you an exciting job with numerous challenges and personal responsibilities at a niche player in the modern energy market
- You will be part of a dynamic and ambitious team with a pleasant working atmosphere.
- You will receive a full-time contract for an indefinite period with a competitive salary and fringe benefits such as meal vouchers, group insurance, hospitalization insurance, etc.
- In addition, you will enjoy a flexible work schedule, 32 vacation days, and the necessary opportunities for development.

Selection procedure

The initial selection will be based on your cover letter and resume. Selected candidates will be invited for an introductory interview. The second selection will be based on a written test. The tests will assess your expertise, skills, and competencies.

Interested

If you think you would be an asset to our team, please send a cover letter with your resume to Eta-com, attn. Ms. Troch, HR Manager, Scheldeweg 4, 2850 Boom, Belgium, or by email to . Your application will be treated quickly and confidentially.

If you are not eligible yourself, but know someone who is, please forward our vacancy to them.