

Sales Engineer

DETURBO company was established in 2017 in Hamburg, Germany and since 2019 has extended its presence in Piraeus, Greece. Our Company offers overhauling and repair services for all Diesel Engines & Turbocharger types, spare parts supply for related equipment and complete Reconditioning of Engine and Turbocharger components. Our business has also recently expanded its capacity in the CNC Machining production sector with dedicated equipment.

We are looking for a capable individual to join our sales force and contribute to our mission to develop further in the industry.

The Sales Engineer is responsible for effective managing of all sales aspects of DETURBO services, such as CNC machining services, spare parts sales, and overhauling works with the purpose to expand company's presence in the market. The successful Sales Engineer should ensure the delivery of customer expectations through a professional representation of the company in the field as well as the fulfilment of commercial targets set and evaluated on a regular basis.

Major tasks:

- Promoting and selling CNC machining parts, diesel engine and turbocharger components, technical service, and related activities
- Generate, pursue, and close new opportunities on a targeted basis
- Drive the entire sales cycle from initial customer engagement to finalized sale
- Accomplish annual sales targets in line with the company's targets and priorities
- Expand DETURBO clientele and increase penetration mainly in the Greek and Cypriot area
- Following up on sales quotations, negotiating and visiting customers on a regular basis
- Closely liaising with ship owner and vessel management companies, handling their questions and disputes, and providing technical support in coordination with technical department
- Resolving conflicts and providing solutions to customers in a timely manner
- Suggesting actions to improve sales performance and related procedures, and identify opportunities for growth on the complete product portfolio and services

Requirements:

- University degree in Marine, Mechanical Engineering, or similar sector
- Good Knowledge of Internal Combustion Engines (2&4 Stroke) and Turbochargers
- Excellent knowledge of MS Office functions
- Excellent command of English language, oral and written
- Minimum 3 years of Sales experience, preferably in Maritime industry

Preferred Qualifications and experience:

- Master or Business Management Degree will be considered an asset
- Be comfortable in the sales role, and have a proven track record in consulting and selling products in the B2B market
- Good understanding of the owner and operation side of the shipping industry
- Having a good network is not a prerequisite but will be perceived as an advantage
- Ability to work under pressure and be flexible as a member of a team
- Bringing a positive, can-do attitude to the workplace
- Strong interpersonal, negotiation and communications skills
- Ability to travel

What we offer

- Attractive re-numeration package and benefits
- Continuous training opportunities
- Pleasant and friendly teamworking environment
- Work in a challenging and fast-evolving company

Additional information:

All qualified applicants will receive consideration for employment without regard to their race, creed, colour, ancestry, religion, sex, national origin, citizen status, age, sexual orientation, gender identity, disability, marital status, or family medical leave status.

Location:	Perama (Piraeus), Greece	Date posted:	12 – 10 - 2021
Contract type:	Full time	Job function:	Sales
Business unit:	Diesel Engines, Turbochargers, CNC Machining	Publication ID:	AD12.10.21_GR

If you are interested to join our team, please submit your CV in PDF format to career@deturbo.com or visit our site www.deturbo.com.

If you have any questions, please feel free to contact us via phone or email.

DETURBO

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