



Europair Benelux is a fast-growing, ambitious national HVAC company with a great target. Our branches are located in Dion-Valmont, W-Brabant. In recent years, thanks to the merger of 2 strong companies with their own specialization, Europair Benelux has grown into a reliable partner that can offer expertise and service in the areas of ventilation, swimming pool equipment, heating and air conditioning. In order to achieve our further growth, we are looking for two additional Sales Engineers who can strengthen

Sales Engineer responsibilities include:

- Supporting sales executives with solution selling into prospect account base
- Partnering with sales executives to plan, prepare and execute on strategic deals in complex sales cycles
- Modeling the financial business case associated with each sales opportunity

Job brief

- We are looking for a full time, hardworking, smart and over achieving Sales Engineer with proven experience and a passion for selling HVAC technology solutions.
- You will be responsible for selling into new prospects as well as farming back into existing customers to ensure high renewal and customer satisfaction levels. Measures of success include new customer acquisition rates, renewal rates, up-selling, cross-selling, customer satisfaction and contribution to overall sales team and business success.

Responsibilities

- Support sales executives with solution selling into prospect account base
- Partner with sales executives to plan, prepare and execute on strategic deals in complex sales cycles
- Model the financial business case associated with each sales opportunity
- Successfully match customer pain/requirements to proposed solutions
- Create and deliver powerful presentations and demos that clearly communicate the uniqueness of the value proposition
- Manage all technical aspects of RFP / RFI responses
- Effectively communicate client needs to the R&D teams for future product enhancements
- Collect and document competitive intelligence

Requirements

- Proven work experience as a Sales Engineer
- Proven track record selling complex enterprise solutions
- Ability to forge strong, long-lasting relationships with senior executives
- Ability to creatively explain and present complex concepts in an easy to understand manner
- Solid technical background with understanding and/or hands-on experience in software development and web technologies
- Excellent written and verbal communication skills in Dutch, English and French
- Excellent presentation and creativity skills
- Willingness to travel
- Independent, but above all also team player (and –captain)
- Ambitious, responsible and highly driven to be successful
- Dutch, French and English fluent in words and writings. German is a plus

What can we offer

- Europair Benelux is a fast growing company with ambitious employees. You can expect an open communication and a no-nonsense mentality. We give you a lot of autonomy and good initiatives we can only welcome. We like to translate your motivation and work spirit into a collaboration based on an indefinite contract, with an attractive wage and fringe benefits Europair Benelux offers you: A dynamic, engaging and professional working environment with pleasant colleagues and an attractive benefits package, including a lease car, smartphone and laptop. In addition, we have an attractive bonus system, frequent (internal) training courses and good growth opportunities.

Contact us today and we plan an introductory meeting with each other!

HR dpt, I. Stes

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