



Hellma is an owner-managed family business with approximately 500 employees worldwide and six production sites. With over 100 years of experience, Hellma is associated with exceptional quality and precision in manufacturing glass, quartz glass and crystal products for optical applications. Based on this competence, Hellma is offering services and products, assemblies and even complete solutions for optical applications. All of them provide an essential contribution in the field of industry, quality assurance, information and communication technology, as well as R&D and life science. Altogether, eight distribution subsidiaries - USA, Canada, Asia, United Kingdom, France, Italy, Switzerland and Benelux - as well as a number of representatives ensure close customer contact and presence in the most important markets all over the world.

To strengthen our team, we are looking for a sales professional to join our Benelux office as

## Sales Engineer Benelux (m/f/d), Full-time

### RESPONSIBILITIES.

- Establishing and maintaining partnership-based and sustainable relationships with business and end customers as well as strategic development of those
- Identifying and actively approaching potential new customers
- Preparing offers, contracts, pitches, and sales documents
- Negotiating and concluding contracts
- Preparing and conducting customer meetings in line with our consultative sales approach and finalizing the associated after-sales activities
- Participating in customer projects
- Continuously monitoring the market as well as the competitive situation in your region and passing on relevant insights to the responsible internal colleagues
- Contributing to the further development of our sales processes and structures

### PROFILE.

- Possess a higher technical / science-orientated or industrial engineering qualification
- Initial professional experience in sales, ideally in the B2B sector
- Friendly and open-minded personality with a winning character
- High degree of personal responsibility, motivation, and result orientation
- Structured, analytical, strategic, and independent way of working
- Strong communication and teamwork skills as well as a high level of customer and service orientation
- Fluent in English, Dutch & French
- Experience with CRM and MS-Office tools
- Willingness to travel within the Benelux region

**WE OFFER.** A challenging and interesting area of responsibility in an international environment and a medium-sized global company. You will benefit from ideal conditions for your professional and personal development (company car, extra-legal benefits, training programmes, etc.). Flat hierarchies and short-decision-making-paths provide an ideal basis for your success. You can look forward to a motivated team and an exciting position where you can make a big difference.

Want to be a part of this great company? Of course, you do! If you have the entrepreneurial spirit and passion this position requires then get in touch and send us your application now → [patrick.depauw@hellma.com](mailto:patrick.depauw@hellma.com)