

Sales Manager, Europe - Eddyfi Technologies (m/w/d)

Eddyfi Technologies is a sister company of NDT Global. We are a fast-growing, international high-technology company offering high-performance NDT solutions for the inspection of critical components and assets through four complementary brands and product lines: Eddyfi, Silverwing, Teletest, TSC, M2M & Inuktun. We have customers in more than 80 countries in such major industries as nuclear, power generation, oil & gas and aerospace. We value the passion for technology, customer focus, accountability and entrepreneurial spirit of the more than 250 strong global team of driven professionals.

Role and Responsibilities

Reporting directly to the VP Sales from Eddyfi, the Sales Manager is responsible to develop and grow sales in his assigned multi-country territory (Germany, Austria and Switzerland). The position requires deal closing – direct and indirect sales, strategic selling skills with the ability to communicate with influencers and requires a meet-the-target attitude. High organizational skills are required to sell multiple products lines and to interact efficiently with a dynamic technical support team.

RESPONSIBILITIES

- Prospecting and finding new clients in relevant industries.
- Develop, maintain and implement a region specific quarterly sales plan for the accomplishment of objectives using Eddyfi's defined sales processes (CRM).
- Maintain and develop existing customers to optimize quality of service, business growth and customer satisfaction.
- Provide market intelligence input to Product Managers and Management in order to optimize development and forecast accurately.

Qualifications and Educational Requirements

- An experienced sales professional with 10 years of previous sales experience and a strong track record of growth
- German and English language skills on business level are a must have
- Effective and strong presentations and communication skills with the ability to communicate with Senior management;
- Autonomous, self-driven and passionate.
- Strong negotiation, relationship building and influencing skills and behaviors.
- Demonstrate advanced creativity and problem solving skills.
- Knowledge of the NDT market is a definite advantage.
- Strong business sense, team-player and results oriented.
- Preferably based in an Eddyfi office, Stutensee but working from home (and based in other countries) will be considered for the right candidate.

Interested?

IF this sounds like YOU –

IF you're ready for a new, exciting career of challenge and change –

IF you have commitment and the drive and passion to succeed –

Please apply by using our application form on <https://ndt-global.onapply.de/>

We look forward to receiving your application!

