

Technical Sales Manager Special Applications & New Technology (SA&NT)

129-133 West 22nd Street
test@test.com
Phone : 212245-4606
Web : www.e-plugin.com

Job Summary

Vacancy :

Deadline : Jan 01, 1970

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Employment Status : Full Time

Experience : 3 - <5 Years

Salary : \$10000

Gender : Male

Career Level :

Qualification :



Job Description

We are currently looking for a new colleague to join the position of **Technical Sales Manager Special Applications & New Technology** at Hitachi Construction Machinery Europe headquarter in Amsterdam.

The goal of this role is to provide timely and professional advice to the HCME dealers to support and if needed accompany them in selling and servicing Special Application machinery and New technologies to their customers.

What you will be doing

- Compiling periodical machine forecast, prospects and budgeting
- Controlling machine inventory, allocations and ordering with our suppliers of SA & NT Products
- Promoting the sales and support of Hitachi SA & NT Products through the established HCME Dealer network
- Responding to dealer / customer enquiries with technical studies and detailed price analysis, extending to formal machinery quotations
- Negotiating with the dealers and if needed senior management of corporate customers
- Working closely together with the Product Manager SA & NT to provide sales training to HCME dealers

What you will need to succeed

- Proven work experience as a Technical Sales Manager or in a similar role
- Being able to communicate with, present to and influence internal as well as external key stakeholders at all levels of the organization
- Vast and proven experience with MS Office and it's programs
- Being able to juggle multiple SA & NT projects at a time, while maintaining sharp attention to detail
- Excellent listening, negotiation and presentation skills
- Strong verbal and written communication skills in English and preferably in a second or third language
- HBO-Bachelor degree in Technical Studies with a commercial twist

Your new company

Hitachi Construction Machinery is one of the world leading manufacturers of construction and mining equipment with a strong focus on a consistent development to provide customers with the technology, products and services that generate new value. Its employees represent a group of trusted experts while keeping continued focus on innovation and growth. Are you an independent and data-driven achiever focused on the performance that is looking to join our new multi-cultural, collaborative and an innovative team? If so, then we are looking for you!

What you need to know

If you're interested, click "Apply" and submit your application with an updated CV. If you know anyone that might be interested, please share this job opportunity further! [Apply](#)

Education & Experience

Strong understanding of Java 8, Microservices, Spring-boot, API Development and AWS Proficient in Core Java /J2EE technologies & Spring framework Experience in Pair programming

Must Have

- Ability to work independently, with minimal supervision and guidance
- Experience using Docker to package and deploy web applications
- Experience with cloud-based web services and database systems (e.g. AWS, Google Cloud, Microsoft Azure)
- Familiarity with server-side programming (e.g. Node.js, Python)
- Experience customizing Content Management Systems
- Experience working in an agile environment
- Background in user experience and/or design
- Involvement in open source projects

Educational Requirements

Compensation & Other Benefits

As per company policy