



## **JOB VACANCY - SALES SPECIALIST**

E2M Technologies BV, an MTS company, is a young company with its main office in Amsterdam, the Netherlands. E2M has a wealth of experience in the design, development and manufacturing of electric motion and control loading systems for a wide variety of applications such as vehicle simulation (aircraft, cars, trains, etc.), entertainment rides, research and development applications and more. E2M products are exported and serviced worldwide from our manufacturing facility in Mijdrecht. The working atmosphere at E2M is informal, dynamic, challenging, and flexible.

E2M is looking for an enthusiastic colleague with a passion for high-tech systems in an international B2B environment and a strong commercial drive.

As part of the sales team, your main responsibilities will be:

- Lead generation and qualification
- Contacting (potential) customers, finding decision makers
- Account management
- Advise customer regarding technical solutions with the help of the engineering team
- Prepare and follow up proposals
- Negotiate price and conditions and close the deal
- Developing target marketing and online strategies to drive leads, including social media campaigns, (virtual) trade shows participation, etc.
- Coordinate with global sales channels to expand customer reach and drive sales through company's extended global network as well as through resellers
- Maintain and improve internal sales tools and procedures to ensure efficient and effective selling effort

Job requirements:

- Bachelor's degree or higher in technology (mechanics, electronics, software, etc), preferably with a follow-up study or course in a commercial direction.
- Affinity with mechatronic systems
- Fluent in English, spoken and written, and preferably proficient in another language (Spanish, German, Chinese, etc)
- Several years of sales experience in an international B2B environment
- Marketing experience to target and develop new leads
- Experience developing and maintaining on-line content, e.g. social media
- Flexible working attitude
- Some travel required

E2M offers:

- An open, modern working environment, using short communication lines.
- Possibilities for growth in responsibilities and personal development.
- International working environment.
- Working with interesting high-tech products.
- Fun team that want to learn and grow.



At E2M Technologies BV you'll get a temporary contract for a year, which will be changed into a permanent contract upon good performance. The monthly salary depends on the function and your working experience.

If you think this job is for you, please send your resume and cover letter.