



HECHT. We Care. Our family business is your reliable partner for customized and efficient solutions in the secure bulk material handling. Of course, the technical aspects are important. However, we are looking for people who wish to get involved and match our cooperative ideas. In this case you are welcome to join the HECHT family and are invited to actively participate in shaping our future.

For our sales area BE/NL/LUX we are looking for an experienced Sales Representative (m/f)

As an experienced practitioner and in close coordination with the internal sales team, you will independently deal with enquiries from customers in your area. You will be the first point of contact for all of our customers' concerns and inquiries, work out technical concepts with our experts of the technical department and help drive our sales growth.

demanding | versatile | interesting - Your jobs at HECHT

- ◆ Intensive support of your sales territory
- ◆ Customer care, customer retention and support of contract and price negotiations
- ◆ Customer acquisition
- ◆ Development of customer-specific user solutions
- ◆ Participation and consultation at trade fairs and other events
- ◆ Intensive exchange with the internal sales team
- ◆ Sales increase in a sales-boosting region
- ◆ Strategic involvement in sales planning and market analysis

competent | authentic | hands-on - Your profile for HECHT

- ◆ Degree in engineering or technician specialising in mechanical engineering, plant construction or process engineering
- ◆ Professional experience in the sales of products requiring intensive consulting, preferably in special mechanical engineering or plant construction
- ◆ Negotiating skills, confident appearance and pleasure in dealing with customers
- ◆ Personal initiative, willingness to travel, team player and great organisational and communication skills
- ◆ Fluent in Dutch and English, written and spoken, French desirable
- ◆ You want to get things done, with precise ideas of life and the heart in the right place

motivating | appreciative | safe - your future with HECHT

- ◆ Protected sales area
- ◆ Individual training and development opportunities
- ◆ Interesting, innovative product portfolio
- ◆ A good working atmosphere, open doors and a trusting and social corporate culture.

We look forward to receiving your application!