

Vallourec is a world leader in premium tubular solutions serving Energy and Industry markets (oil and gas, powergen). Its expertise also extends to the Industry sector (mechanicals, automobile, construction etc.). With over 23,000 employees, integrated manufacturing facilities, advanced R&D and a presence in more than 20 countries, Vallourec offers its customers innovative global solutions to meet the energy challenges of the 21st century. Vallourec is a human-sized company, a company in which each person has an impact, and where each person can make the difference, on condition of acting in accordance with our values.

The Sales Representative function is managed from Heerhugowaard in the Netherlands. To strengthen the Dutch team in Heerhugowaard, we are looking for an experienced, full time

SALES REPRESENTATIVE **- VALLOUREC SALES & SERVICES -** **1.0 fte - Vallourec Mannesman Oil & Gas Nederland B.V. - Heerhugowaard**

Purpose of the job:

As the Sales Representative, you provide knowhow, advice and support to the Dutch Vallourec management and professionals in sales projects, contributing to the international activities from Vallourec in the Netherlands. This position includes all sales and service developments, including CRM, the communication of important customer outlooks and the development of sales programs to achieve short and long-term sales objectives.

Your internal connections:

The Sales Representative reports to the General Manager / Plant manager in Heerhugowaard and has a functional link with Sales & Marketing Europe & Africa VP. The Sales Representative works together with the Purchase Representative, who is responsible for the quality of the purchased products.

Main tasks and responsibilities:

The Sales Representative is responsible of the sales orders accepted by the company. He/she engages the company responsibility in each sales order. Your main tasks are:

- Organizing your sales and follow up
- Developing new business
- You will be the local focal point
- You promote Vallourec Heerhugowaard
- You work in close cooperation with your plant manager and other colleagues with region responsibilities.

What do we expect from you?

- A sales background with mid senior experience
- Technical sales experience and strong advisory skills
- Knowledge of continuous improvement methodology
- Excellent communication skills and fluency in English, Dutch (speech and writing) and preferably German
- Hands-on, pro-active 'can do' mentality, team player, positive energy
- Very good networking- and negotiation skills
- Knowledge of basic office software.

What can you expect?

- Vallourec offers you a responsible function and a professional management
- You get an interesting salary with good secondary labour agreements
- Your duty station for this function is Heerhugowaard, Netherlands.
- Last but not least we also offer good training and development possibilities.

Further information:

Damien Deromelaere, General Manager Vallourec - 0613 115 809

Please, send your application with CV to: g.penning@careerhandling.nl

The closing date of this vacancy is 21th of September 2015.

