

Job Function: Field Sales

Job Family: Sales

Functional objectives

To develop and grow both existing and new business within the target market sectors, via any channel, of the HARTING products.

Contribute to HARTING's long term growth expectations with strong profitable sales growth within the territory.

Use Sales Methodology of the Company and its Ideal Sales Process (Solution Selling/Opportunity Centric).

Input and regularly maintain forecast information for the area of responsibility.

Is responsible for:

- Management and growth of the business within the defined territory with existing and new customers for the complete range of HARTING products and solutions
- Managing and sustaining the sales funnel according to the Ideal Sales Process
- Development of system solutions with the customer, including all HARTING products and services, as well as the use of third-party products
- Professional project management (internal and external) and coordination of key customers on a local and international level
- Presentation of the HARTING Technology Group, as well as technical and business management special topics
- Monitor, communicate and regularly report on competitor activity within Markets and Customers
- In conjunction with the Managing Director/Sales Director establish a forecast for the area by customer
- Monitor and update progress through the LE1, 2 & 3 process
- Ensure CRM for area of responsibility is fully maintained at all times
- Develop business with local Distribution/Agents Network (if applicable)
- Coordination of technical support for Distribution/Agents in conjunction with the Product Managers / Product Specialists
- To implement and maintain all contract and purchase agreements for the area
- Demonstrates convincing technical and commercial arguments when negotiating contracts with the Customer
- Share Product, Application and Market knowledge to aid the development of the total company.
- Ensuring Customer Complaints are progressed to the appropriate Internal dept and outcomes communicated in a timely manner

Education and professional knowledge:

- Qualification in Electrical Engineering, Communications technology, Mechatronics, or vocational training with additional qualifications (for example, Technician)
- Previous experience in Solution Selling, Complex Sales, Applications in similar Industry
- Project Management
- Excellent communication and social skills
- Good English knowledge (written and verbal)
- PC skills (MS Office, Internet) also Business Reporting and CRM tools
- Ability to work on own initiative and as part of a team