



Our client, **Baumer NV** (Westerlo, Belgium) is the Benelux subsidiary of the **Baumer Group** (HQ in Frauenfeld, Switzerland), an international leader in the development and production of sensing technologies, object identification, shaft encoders, measuring instruments and industrial vision systems. As an owner-managed family business the group employs over 2.700 people worldwide in 38 subsidiaries and 19 countries.

Bourdon is part of the **Baumer Group** and considered as one of the world leading brands for mechanical process instrumentation. The comprehensive product portfolio is manufactured with high vertical integration and state-of-the-art process methods in the company own production sites in France, Switzerland, Germany and India. In addition to the standard products such as thermometers, pressure gauges, pressure and temperature switches and diaphragm seals, this portfolio also comprises a large number of customer-specific solutions, which are mainly used on the sectors of oil and gas, energy, power plants, water supply, chemistry as well as heating, ventilation and air conditioning. A worldwide distribution network with specialized **Bourdon** distributors and **Baumer's** own subsidiaries provides fast and reliable customer service with high product availability thanks to local presence.

To further develop and manage the commercial activities in the Benelux, **Bourdon - Baumer** has an exciting career opportunity available for a talented, ambitious and successful (m/f) :

Account Manager Benelux

Process Instrumentation

MISSION

- After a training period you will further develop the sales of the the complete Bourdon product-portfolio in the Benelux.
- Your main focus will be on end-users in the process industry but you will also work together with clients in other industrial segments, e.g. OEM's, machine builders, mechanical engineering, EPC's.
- You will respond to technical and proposal requests from existing and prospective customers by solution oriented consultation with regards to technical and economic aspects.
- With the goal of increasing the market share, you will develop commercial initiatives, define sales tactics, detect market opportunities, generate business leads and close deals.
- You will work closely together with Inside Sales in Belgium and with factory teams in France to match product offerings and support to specific customer needs, requirements and applications.
- You will provide forecasts and market and sales planning information.
- You will report directly to the General Manager Benelux in Belgium.

PROFILE

- To qualify for this field-based position you preferably have a technical degree with ideally knowledge of or technical affinities with mechanical instrumentation or other products, equipment or solutions for the process industry.
- You have a relevant and successful experience in selling technical products and solutions to the Petrochemical/Chemical/Oil & Gas industry and related sectors (e.g. energy, utilities).
- You have the ability to identify and capture long term business through end-users, OEM's and engineering intermediaries.
- You are an ambitious, resourceful and self confident professional with excellent networking skills.
- You are pro-active, autonomous and full of initiative.
- You have strong business acumen and a real commitment to achieving goals and results.
- You have good communication and interpersonal skills and you are persuasive with all levels at customer accounts.
- You are fluent in Dutch and English with a good practical knowledge of French.



OFFER

Baumer offers attractive long-term career opportunities in an innovative and professional high-tech work-environment with a strong focus on personal development, teamspirit and permanent training. You can look forward to a competitive remuneration package with benefits and company car.

INTERESTED ?

Send your Application Letter and CV to **Search & Selection Antwerp** for the attention of Mr. Marc Van Beethoven : m.vanbeethoven@searchselection.com.
You can also apply on-line : www.searchselection.com using reference number : 13468.



Stichtend lid Federgon Div. RS&S

VG.491/B - W.RS.166 - B-AB05.027