



## **Junior regional sales technician**

**Countries to work in:** Hungary

**Age:** 25 to 30 years

**Place of residence:** Hungary

**Sex:** Any

**Nationality:** Hungarian

**Civil status:** Any

**Studies:** Industrial Engineering, Industrial technician or any high studies related to electronics of industrial processes.

**Complementary studies (optional):** MBA or masters related to business management and administration

### **What we are looking for:**

- the candidate preferably has **proven experience in technical sales** of industrial products in the automotive industry for car makers and its suppliers, as well as in the industrial sector. If it is the case, the candidate must indicate former **objectives** he/she's had to work against in former or present jobs and give proves of them.
- Candidates from other industrial sectors will also be considered.
- **Proactivity** is compulsory.
- **Languages:** Obligatory: Native Hungarian, High level in English. Optional: German or Spanish.
- **Willingness to travel:** The candidate must be willing to travel all around his/her area and must be explicitly affirmed by him/her. It could also happen that the candidate would have to even travel outside his/her sales area to handle projects related to his/her customers. Trips could also be changed depending on company needs.
- **Driving license:** The candidate must have a valid driving license.
- **Autonomy at work** is a must.

The candidate preferably has **experience** in

- **scheduling** visits with customers over the phone
- internal **communication** with company colleagues
- making **trips** within his/her sales area to reach the places where customers are placed
- **organizing** trips taking into consideration their location, in order to maximize visits and minimize costs
- working against a **budget** for trips, overnight staying, eating and good relations with customer

**Own vehicle availability:** Not required. The company will supply one.

**Tasks:** the candidate will have to perform the following tasks:

- Management of present customer base, follow up on orders and contracts with customers and distributors
- Expand present customer base both in the automotive industry and in other industries
- Create **a business research to develop the market**
- Put forward strategies to increase Senstronic presence in Hungary
- Create presentation and manage homologation of products to present and new customers
- Follow up of industrial projects with OEMs, TIER1-s and their suppliers of capital goods in order to ensure Senstronic products are supplied
- **Report** to the Regional Sales Manager and also to the intern sales administrative at least one per week.
- **Objective driven work:** The company will define yearly objectives and their fulfillment will be followed up in a monthly basis by his/her General Manager.

**Beginning to work:** Immediate

**Type of contract:** Permanent after 6 months trial. The chosen candidate will receive a technical sales training.

**Expected salary:** Fix+variable, depending on values of the candidate.

**In case you are interested, please, SEND CV in English to:** [katasara.gyuricza@senstronic.com](mailto:katasara.gyuricza@senstronic.com)