



**GET ENERGIZED!
EMPOWER OUR
INTERNATIONAL TEAM**

Skilled professional

Internal Sales Engineer - m/f

Mission

Collect establish and review the technical and price information relative to the Proposal Process to support our global sales department

Job description

- Provide a comprehensive sell price to Group Companies (cost sheet) or customers (offers) based on configuration, specifications, suppliers prices and non-standard requests
- Through the complete offer process, revise the global group offer (with local content), in order to provide a reliable cost base and scope of supply
- Discuss and challenge technical requests and configurations with technical department and sales to optimize the solution tailored to customer
- Seek out and consult suppliers with technical specification to establish reliable suppliers list and an associated price list
- Collect technical information (technical data sheets, drawings, lay-out) from technical department and suppliers to provide a complete and comprehensive technical-commercial package compliant to the specification of the customer
- Implement quotation standard tools, best practices, collate and share lessons learned on projects to uniformize quotation practices and improve solutions offered
- Review, at the completion of contract, the global margin and project insights with the Project Manager to ensure offer process improvement

Skills and Experience

- Electrical / Electromechanical Engineer
- 3 – 5 years of relevant experience (sales support / project management)
- Familiar with project calculation
- Strong excel skills (VBA & Macros)
- Familiar with Sales Force tools and CRM
- Strong communication skills with different stakeholders
- International mind set, strong analytical skills
- English mandatory / French and/or other languages will be considered as an asset



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Our Offer

- The opportunity to join and evolve in an established, international and expanding company
- The possibility to build and implement a centralized shipment structure
- A growing industry and a great team environment
- A salary concomitant with your level of experience, packed with an attractive fringe benefits

About KINOLT

Our company was founded in 1989 by a team of innovative engineers who specialized in critical power systems. A lot has happened since. Over the past decades we evolved into a global partner securing infinite power to major businesses and industries across the globe. From Hong Kong to Santiago de Chile, from Frankfurt to Singapore.

In an industry where power outage is never an option, where reliable power control is absolutely mission critical, understanding the needs of our customers and their reality is not only important, it's a necessity. That's why, while we are in the business of electrical uptime and availability, our people are at the heart of our business. From project start to finish – even when things get challenging - we stand by our customers' side to ensure that nothing is left to coincidence.

KINOLT SA

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