

Company Description

Ormazabal is the leading provider of personalized solutions to electrical utilities, to electrical end users as well as renewable energy systems applications based on its own technology. We encourage development within the electrical sector towards the challenges of the future energy needs. We cooperate with the world's leading local, regional and global companies in this sector, with a strong commitment to innovation towards personal safety, network reliability, energy efficiency, and sustainability. Our highly qualified and focused team of innovation motivated professionals have developed our own products and solutions during our more than a century long consolidated history, always by establishing close relationship with our customers aimed at achieving mutual long-term benefits.

Information

 Deadline: 2021-04-30
 Category: Business
 Province:

 Country: Germany
 City: Niedersachsen

Company

Ormazabal

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Main functions, requisites & benefits

Main functions

To sell our range of product and system solutions with the aim of generating successful sales and conducting price negotiations. To achieve the active expansion of our customer base through new customer acquisition. To maintain personal support of existing customers and consistent further development. To prepare, process and support quotations, including order clarification and follow-up with the support of the internal sales team. To present product and train at our customers' sites. To prepare meaningful analyses and reports, as well as, regular visit reports. To maintenance customer data in the CRM system. To observe and analyse ongoing market. To make the liaison function between customers, planners, sales management and internal sales force. To representate our company at trade fairs, conferences and congresses.

Requisites

Completed studies, e.g. in electrical engineering or comparable training as a technician or master electrician with several years of relevant experience. Several years of successful sales experience with comparable products requiring explanation. Advanced knowledge of medium and low voltage switchgear as well as power distribution products and services. Basic knowledge in project planning of station solutions is desirable. Fluent written and spoken German and knowledge of English desirable. Experienced handling of common software. Organized, independent and result-oriented way of working. Strong customer orientation and excellent communication skills. Self-confident personality with assertiveness, persuasiveness and an engaging manner. A high degree of resilience, flexibility and willingness to travel.

Benefits

Our team is open-minded and international, with short decision-making and communication channels. We place great emphasis on fair dealings with each other. We offer our employees individual development opportunities and further training programmes. During your detailed induction, you will get to know the products of our German and international business units and develop into a specialist for medium-voltage switchgear and solutions for electrical power engineering up to 36 kV. Take an active part in shaping the future of our company - we look forward to hearing from you!