

Company Description

CADINOX has established itself as a leading provider in the mechanowelded manufacturing sector, specializing in the production of precision equipment of large scale. Our expertise lies in delivering solutions tailored to operate in demanding and unique environments characterized by critical working conditions such as corrosion, pressure differentials, vacuum, extreme temperature variations, radiation exposure, and magnetic fields. In addition to our core manufacturing capabilities, CADINOX offers a comprehensive suite of supplementary services, including precision calculation and detailed design, meticulous process inspection and control, rigorous testing procedures, and expert consultation on materials and processes. This integrated approach allows us to serve as a holistic project manager for mechanical engineering endeavors, ensuring that each project receives individualized attention and meticulous oversight. Our guiding principle, encapsulated in the concept U1R= UNDER ONE ROOF, underscores our commitment to delivering end-to-end solutions by overseeing the entire production process within our facilities. We are leaders in our niche markets, having top rated international customers like CERN, ESS, GE, etc We are leaders in promoting a participative culture, where team working, large autonomy and high participation have pushed as to reach some awards (premio Nueva Cultura de Empresa Adegi 2017 among others)

Information

 Deadline: 2024-06-15
 Category: Business
 Province: Gipuzkoa

 Country: Basque Country
 City: Belauntza

Company

CADINOX



Main functions, requisites & benefits

Main functions

MISSION Identifies and evaluates new profitable business opportunities Defines and develops the commercial strategy for positioning and getting new customers Defines and develops strategic projects for the implementation of the opportunities Defines and develops marketing and promotion strategy Conducts technological, competitive, and commercial surveillance RESPONSIBILITIES Search the market and generates information for seeking new profitable customers Defines and develops the commercial strategy oriented towards positioning in new profitable niches Designs, executes, and evaluates sales plans for new profitable clients Leads business development projects Generates business opportunities through strategic alliances, technology incorporation and development, licensing, etc. Attends trade fairs, visits clients, and assists clients during their visits to CADINOX Designs and executes the marketing plan Conducts technological, competitive, and commercial surveillance, keeps CADINOX informed about customer needs, target market trends, technological evolution, and competition. Participates in the board of directors and works council

Requisites

Soft skills: leadership, critical thinking and results orientation, listening, empathy, effective communication, teamwork, creativity. Proven track record in managing accounts and projects Strong leadership and business development skills Extensive experience in sales Technical knowledge of welded manufacturing is a plus Fluency (B2) in English, Spanish, and Basque German and French is a plus Soft skills: leadership, critical thinking, results-driven mindset, active listening, empathy, effective communication, teamwork, creativity Availability for travelling

Benefits

Good economic conditions Extensive opportunities for involvement and leadership in a highly attractive project with top rated customers Attractive non-monetary compensations: flexibility, participation, private insurance, healthy lunch... Potential professional development up to the general management level

