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EMPLOYERS****Forbes**
2021

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Business Development Manager – Indalco Alloys based in Germany or France

Lincoln Electric is the world leader in the design, development and manufacture of arc welding products, robotic arc welding systems, plasma and oxy-fuel cutting equipment and has a leading global position in the brazing and soldering alloys market. Headquartered in Cleveland, Ohio, Lincoln Electric has 59 manufacturing locations, including operations and joint ventures in 18 countries and a worldwide network of distributors and sales offices covering more than 160 countries.

WE OFFER

- Reporting to the Managing Director, Indalco Alloys, you will direct Aluminum business in Europe by adding value to the local team on sales activities, including into the Lincoln sales organizations, third party distributors, and end users
- Develops and executes strategic multiple channel sales plans.
- Ensures effective assessments of sales results and takes corrective actions to meet objectives.
- Monitors and provides market intelligence on competitive products, sales and marketing activities.
- Participating in application and process development of aluminum welding.
- Develop targeted marketing campaigns in conjunction with local regional sales organizations.
- Monitoring of projects and segment development
- Develop Value Added Selling tool boxes

YOUR PROFILE

- University degree with minimum of 8 years successful experience in sales/ business development
- Value Added Selling expertise
- European market knowledge & multinational working experience
- Knowledge of welding processes and applications and experience with aluminum is required
- Able to work within matrix organization
- Excellent verbal and written English communication skills. German / French / Spanish would be appreciated.
- Able to travel up to 50% of the time, internationally.
- Achieve quality results, take ownership and communicate with all levels of the organization.
- Proficient in digital tools: Salesforce, Tableau, Quip, Seismic...

Interested?

Send your CV and application to:
lucile_combarmond@lincolnelectric.com