

SALES MANAGER CENTRAL EUROPE (m/w/d)

(09/01/01)

Ort: Stutensee (Baden-Württemberg) Kategorie: Vertrieb / Marketing

NDT Global is the leading provider of ultra-high-tech diagnostic inspection solutions, advanced data analysis and integrity assessment services for ensuring the safety and longevity of energy-sector infrastructure assets. Recognized as the forerunner in ultrasonic inspection technologies comprising Pulse Echo, Pitch-and-Catch and Phased Array, as well as Acoustic Resonance (ART Scan) methodologies, the company also deploys a range of non-ultrasonic technologies, such as Inertial Measurement Units, with more under development. NDT Global strategically applies its inspection technologies to detect, diagnose and model various types of threat—circumferential or axial cracks, metal loss, geometry, mapping, and more—across diverse classes of assets. By providing predictive, decision-ready insights driven by the world's most accurate data, NDT Global enables the conditions for asset owners to optimize infrastructure health and drive operational efficiencies while reducing risk and minimizing their carbon footprint.

NDT Global is part of Previa, a fast-growing, innovative industrial technology group focused on advanced diagnostic technologies to monitor the world's infrastructure health. The Group serves asset owners, large engineering firms, and service companies globally in markets such as Aerospace, Civil Infrastructures, Energy, Mining, Power Generation, and Rail. Previa believes that advancing science and technology via sensors, hardware, robotics, and software makes the world more productive and safer for people, business and nature. The company employs over 1,300 people throughout 28 offices worldwide and serves clients in more than 110 countries



Ihre Aufgaben

The Sales Manager Central Europe (SM) manages all aspects of a customer relationship within a specific geography, territory, or specific accounts. The SM acts as the primary focal point for all NDT Global activity within the specified accounts and is responsible for the continued growth and customer satisfaction of all assigned accounts. The SM is responsible for creating and updating a strategic plan for each account which is revised and discussed regularly with Opco management.

The goal of the SM is to manage and grow existing accounts, develop new business, and increase company revenue for NDT Global. They must research, target, and identify emerging prospects to create and prioritize business opportunities and develop new relationships to close new business.

- Grow sales within specific geography, location or for assigned accounts, collaborate with senior technical experts to identify growth opportunities across NDT Global (ILI and Integrity Services focused), meet both revenues and O/I target and work closely with operation to secure current fiscal year revenue by avoiding runs slippage
- Go “high and wide” in accounts to build relationships with potential buyers and influencers; take a consultative approach to identify client issues that NDTG can solve
- Own and drive account planning for assigned accounts, collaborating with NDTG colleagues to identify growth opportunities
- Initiate conversations about new opportunities and partner with NDTG colleagues, Previa business units, and agents to develop and close them
- Navigate complex RFx processes
- Accurate weekly forecast and real-time detailed opportunities update within the CRM to manage portfolio
- Research client’s organizations, developing and updating a commercial account plan for each client
- Attend key external conferences, internal sales meetings, and sales development training
- Focus on continuous self-learning to develop further sales development training, acquire knowledge of new technologies, and understand the finances behind the numbers



Ihr Profil

- Bachelor's degree, a technical diploma or related education is required
- Minimum of 5 years of individual, quota-carrying selling experience
- Experience selling to or working into the Oil and Gas Industry
- Experience in value-based selling of premium services for applications with established legacy solutions
- Domain expertise in in-line inspection, non-destructive testing, and asset integrity management as well as awareness of metallurgic failure modes is a plus
- Proven track of record for developing new accounts
- Expertise in developing/managing account plans and collaborating with cross-functional teams
- Proficient in spoken and written English, French is a plus
- Experience negotiating and closing multi-year service contracts

Das bieten wir Ihnen

- Great long-term career prospects and development opportunities
- Challenging tasks in innovative and diverse teams
- Attractive compensation system
- Flexible working environment

Mein Arbeitgeber

Please use our QR - Code to apply for the role and to get further information.



If you have any further questions please do not hesitate to contact **Mr. Tom Sander** (Career@ndt-globla.com).

Join our Team!

NDT Global GmbH

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www.ndt-global.com/about/careers

