



We are hiring !
**NEW BUSINESS DEVELOPMENT
EXECUTIVE (M/F)**

 Sao Paulo (Brazil)

CONTEXT

You work for EURO-DIESEL, a limited company incorporated in 1989, mainly active in the supply of quality electrical solutions and the protection of the critical power supply in critical mission applications. The company designs, installs and commissions systems and offers maintenance and service programs. It's a multinational company and its network spreads throughout the world, thanks to its subsidiaries and distributors.

You will be part of the sales team in the Brazilian subsidiary made up of 5 dynamic and motivated employees working in a friendly atmosphere. Your site is located in São Paulo/Brazil.

FONCTION

The day-to-day will be dynamic and requires action in several areas. Get ready to stay 80% of the time out of the office and 20% inside the office. Its activities range from prospecting new business/customers/applications, meeting with clients to present the technology of Rotary No-Break, technical alignment meetings, meeting with designers / construction / consultants to understand every detail/advantage and disadvantage points/interests of each company involved in the project, participation in events/lectures/fairs/etc to increase networking, frequent communication with internal people including the headquarters in Belgium to define the best strategy in each project, compilation of all technical and commercial data to form a technical and commercial proposal, among other activities.

To know more about EURO-DIESEL, you can visit our website: <http://www.euro-diesel.com>

How does our NO-BREAK KS® work? Take a look here: <https://www.youtube.com/watch?v=JX3f5sRL-Uw>

PROFIL

- Fluent English
- Reading electrical (single line) diagrams and installation layouts, understanding the project and thinking about options / solutions for the client;
- Conduct technical and financial studies, set up presentations and discuss issues in depth with clients. Advisory Selling.
- Availability for occasional trips (2 weeks a month) to the interior of SP, other states in Brazil and / or other countries.
- Microsoft Office (Word, Excel and Power Point)

Behavioral Skills:

- Spirit of Owner
- Young Spirit (Enthusiasm and Energy)
- Hunting
- Capable of making interpersonal relationships at different levels (analysts, coordinators, managers, directors, C-Level of all areas (production, engineering, maintenance, financial, procurement, etc);
- Creativity: ability to understand complex issues and find solutions;
- Collaborative (Team Work).

Interested? Send your application to Flávio Gianesi: flavio.gianesi@euro-diesel.com with the reference: New Business Development Executive – São Paulo/Brazil

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