



We are hiring!

PRODUCT & PRICING MANAGER (H/F)

 Liège (Belgium)

CONTEXT

EURO-DIESEL is a turnkey critical power continuity provider. Our mission is to secure power supplies and ensure business continuity to critical applications worldwide by providing innovative, resilient power solutions with our Dynamic Rotary UPS (DRUPS) systems.

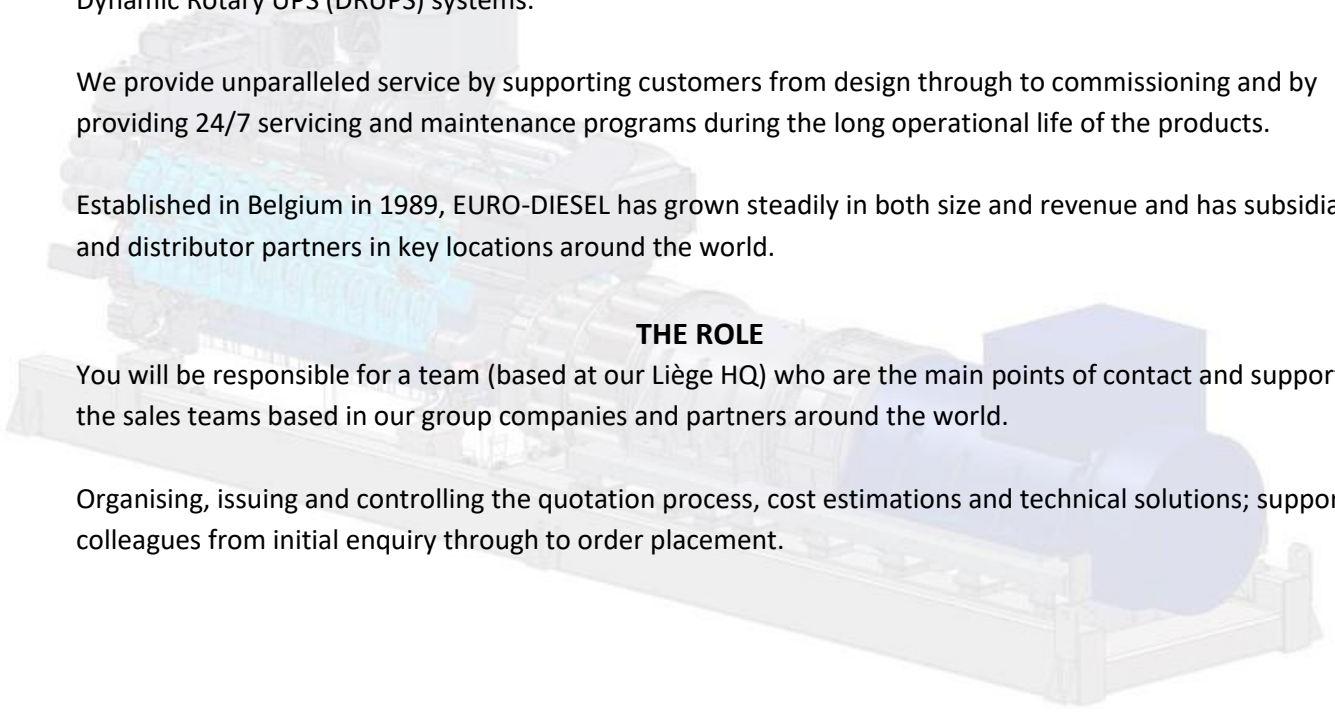
We provide unparalleled service by supporting customers from design through to commissioning and by providing 24/7 servicing and maintenance programs during the long operational life of the products.

Established in Belgium in 1989, EURO-DIESEL has grown steadily in both size and revenue and has subsidiaries and distributor partners in key locations around the world.

THE ROLE

You will be responsible for a team (based at our Liège HQ) who are the main points of contact and support to the sales teams based in our group companies and partners around the world.

Organising, issuing and controlling the quotation process, cost estimations and technical solutions; supporting colleagues from initial enquiry through to order placement.



KEYS TASKS

- Instigate a standardised approach to the quotation process to ensure consistency across departments
- Mentor and develop members of your team to fulfil their potential and reach key goals
- Establish costs and margins for each quotation to enable sales price calculations incorporating any project specific requirements
- Collaborate with application engineers, purchasing, suppliers and other interested parties to collect relevant information to optimise the solution presented to the customer
- Discuss and challenge the technical and commercial elements of each quotation/project evaluation to ensure the best, value engineered, solution is offered
- Ensure quotations meet RFQ, configuration and specification requirements

YOUR PROFILE

- Master's degree in Engineering (civil, industrial or business related)
- 5 years project management experience in pre-sales arena
- English/French speaker
- Enjoy working to ensure sales/clients' needs are met
- Enjoy overcoming challenges and developing your team and yourself
- Have an analytical, conscientious approach with demonstrated experience of turning data into actionable insights and clear reports
- Be comfortable with technical language and be able to express it in a clear and understandable way
- Manage CRM and use of ERP

OUR OFFER

- The opportunity to join and evolve with an established, yet innovative and expanding company, active at a global level
- The opportunity to build a quality system and to have direct impact on production and the overall performance of the company
- Work on a mix of short and long-term projects
- Salary commensurate with your level of experience plus benefits package

To apply, please send your CV and covering letter to: jobs@euro-diesel.com.

Applications will be treated in the strictest confidence.