

RICERCA DI PERSONALE



A business of BARNES GROUP INC



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| Role: | Hot runners Sales South East of France |
| Function: | Sales Engineer |
| Reporting to : | Thermoplay France Branch Director |

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| Context/Scope | <p>Thermoplay, with its HQ in the industrial area of Pont-Saint-Martin in Aosta, Italy, is a company specialized in designing, manufacturing and selling worldwide hot runner systems for plastic injection moulding. Thanks to its constant growth and considerable investments, Thermoplay has achieved a leading position in Italy and throughout the world in its field as the group has its sales and technical team in 48 countries worldwide.</p> <p>Today, there are 170 employees in the manufacturing plant, which covers a surface of 11,000 square meters.</p> <p>Thermoplay has also established sales and service branches in Europe in France, Germany, United Kingdom and Portugal. The commercial French branch is based in Ennery (Paris) and has a team of 10 people.</p> <p>Since August 2015, Thermoplay Group is part of the Barnes Group, US multinational in the manufacturing field (industrial, aerospace, Molding solutions).</p> |
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| Dimensions: | |
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| a) Financial | Yes, responsible for sales worth 2M Euro. |
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| b) Management and Leadership Responsibility | The role has very important relation and coordination responsibilities with internal and external stakeholders (e.g. clarify, in case of divergence between engineering sheet and offer, with the customer, obtain market and customer information and communicate it internally,...). |
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| Role specification: | The role is dedicated to further developing hot runner sales in the South East of France. |
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| Key Responsibilities of the role | <ul style="list-style-type: none">- Core responsibilities:<ul style="list-style-type: none">- Establish and develop close business relationships at multiple levels with current and new potential customers and their end customers- Call perspective customers to qualify business opportunities and customer needs and assess Thermoplay potential- Uncover opportunities for new equipment or refurbishing- Regularly prepare and develop clear precise customer presentations explaining Thermoplay products and services- Assist customers by providing technical expertise and product information, offering solutions and recommendations taking into consideration timeline and technical feasibility.- If necessary, perform service and repairs, assisting the customer at problems in the interaction of hot runner, tool, material and peripherals- Provide a high level of customer sales-related service supporting the company with the credit rating of customers and taking preventive actions to avoid bad debt, active surveillance of the commercial situation of the customer, immediate information to accounting, if the customers' business situation deteriorates significantly.- Respond to requests for assistance with problems on molds, hot runners, controllers or overall systems- Work cross-functionally with global sales, engineering, manufacturing, etc. representatives inside the group- Maintain the data in CRM system as well as internal reporting as required- Value sell advantages over competitors' products and/or services Value Selling (customer benefit arguments, |
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| | <p>customer concept)</p> <ul style="list-style-type: none"> - Get RFQ and follow up on quotes, and closing sales - Report back to upper management written reports on customer needs, KPIs, problems, interests, activities etc. - Meet/exceed sales targets - Support the marketing activities of the company, attend trade shows and conventions and travel to existing and prospective clients - Ensures compliance with legal and corporate standards, policies and local regulations in job related terms and full compliance with QM (Quality Management) requirements |
| <p>Education, soft skills, previous experience</p> | <p>University degree in the field of plastics, mechanical engineering, process engineering or similar</p> <p>Minimum 5 years of hands-on technical exposure to Injection Molding, Mold making, design engineering and hot runner techniques preferably in a sales role</p> <p>Technically strong in the areas of Hot Runner assembly, repair, troubleshooting, process optimization</p> <p>Great flexibility and willingness to travel in France and abroad</p> <p>3 to 5 years of experience in technical sales with customized products preferably</p> <p>Very good language skills- excellent English spoken and written is a must</p> <p>Excellent commercial, results oriented, relationship, teamworking, organizational, problem solving and managerial competences are requested.</p> <p>The suitable candidate is to have a dynamic and self-motivated personality and must be able to determine feasibility based on drawings supplied by customer, and/or information obtained from sales or application engineering.</p> <p>Ability to educate customers and offer additional tooling solutions and alternatives</p> <p>Fluent with Word, Excel, Outlook, PowerPoint and other Microsoft Office Software</p> <p>Team-oriented with ability to work independently</p> |