

Delta Engineering – Business Development Engineer

Business Development Engineer

The Business Development Engineer will be responsible for developing and executing sales strategies, building relationships with key customers and partners, and providing technical support to drive sales growth and customer satisfaction in the assigned region.

- Develop and execute sales strategies to achieve ambitious sales targets.
- Build and maintain existing relationships with key customers and partners.
- Provide technical support to customers and partners to ensure successful implementation and usage of the technology.
- Collaborate with cross-functional teams, including marketing, product development, and operations, to ensure effective sales strategies and customer satisfaction.
- Conduct market research and competitive analysis to identify opportunities for growth and differentiation.
- Develop and deliver sales presentations, product demonstrations, and technical papers to customers and partners.
- Manage and track sales activities, forecasts, and pipelines.
- Provide regular sales reports and insights to senior management to inform business decisions.
- Travel up to 25% / 30% of the time in the assigned region, to meet with customers and partners.

Your profile

- Technical bachelor's or Master's degree in Mechanical or Electrical Engineering, or a related field.
- Minimum 5 years of experience in a technical sales role.
- Excellent communication and presentation skills, both written and verbal.
- Proven track record of success in developing and executing sales strategies that drive revenue growth.
- Strong analytical and problem-solving skills.
- Ability to work independently and in a team environment, with a high level of self-motivation and a results-driven approach.
- Fluency in English is required, other languages are a plus.

Our offer

- We offer you a challenging job in a healthy, growing company with a clear vision of the future. You will cooperate with a driven and enthusiastic team.
- We offer a competitive salary complete with extra-legal benefits such as a company car, meal vouchers, ecovouchers, hospital and group insurance.

<https://delta-engineering.be/>

