

Recruitment of a  
Sales Engineer (m/f)  
for Hiab Benelux, a Cargotec company



Reference code : EC389

Job Description

**Contact and information**

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## The Company



**Hiab Benelux** is a company from the Cargotec Group. Hiab is the worldwide leader for load handling equipment and solutions for vehicles. The range of products covers auxiliary cranes, Multilift arms systems, Moffet embedded forklifts, Zepro truck lifts, Loglift and Jonsered forest and recycling equipments.

In Belgium and Luxembourg, Hiab aims to provide customers with liable products and efficient services. Hiab acts as a partner and provides full integrated solutions to its customers.

The right candidate has to respect the Cargotec-Hiab culture. He has to share basics values such as :

- *Transparency*
- *Honesty*
- *Integrity*
- *Professionalism*



Cargotec is a Finnish company with headquarter in Helsinki. Worldwide, Cargotec is leader for providing handling solutions :

- Hiab load handling solutions
- MacGregor marine cargo flow and offshore load handling solutions
- Kalmar container and heavy material handling solutions

Cargotec is present all over the world, especially where large harbours are located.

The Cargotec Group has a clear vision :

*Our mission is to improve the efficiency of cargo flows.*

*Our vision is to be the world's leading provider of cargo handling solutions.*

*To reach this vision, Cargotec will*

- *Take the lead in developing the business and industry we are in*
- *Build the full potential of our services and solutions*
- *Drive technology development for the benefit of our customers*
- *Set the standard for sustainability in cargo handling*
- *Combine our strength and resources into one company*
- *Invest in our people*

## **Sales Engineer : Objectives of the position**

The Sales Engineer is the commercial reference person for Hiab products in Belgium. He insures to develop sales through direct contacts and through distributors (mainly in Dutch speaking region and in Brussels).

## **Job Description**

- Prospect new customers and distributors
- Develop existing customers and distributors
- Build a strong relationship with customers and distributors
- Support and train sales and distributors, in cooperation with technical experts
- Startup new installations regarding a commercial point of view
- Follow trainings for news products regarding a commercial point of view

## **Required Experience**

- First successful sales experience
- An experience within industrial devices is an asset.

## **Competences**

- Ability to work in team
- Strong leadership, team building, negotiation and execution skills in a customer minded environment
- Presentation and communication skills
- Ability to convince and negotiate

## **Languages**

- Perfectly fluent in Dutch and English
- Very good command of French
- German or other European languages is an asset.

## **Qualifications**

- Bachelor degree
- A Master degree in Industrial Engineering is an asset.

### **Personality**

- Transparency
- Honesty
- Professionalism
- Integrity
- Pro-activity
- Strong commercial acumen
- Solution oriented
- Respect for people (colleagues, customers,...)
- Flexibility & mobility

### **Hiab Offer**

- A dynamic work environment where people are allowed to take initiative
- A human team oriented environment where people are able to blossom
- Hiab offers a fair salary package in line with industry, including extra-legal advantages like Company car, Expense allowance (when travelling), Meal/Eco, Group Insurance, Health Insurance, Laptop, Mobile phone,...

### **Contact and information**

If you are interested and if you feel yourself motivated by such a challenge, please send, preferably by e-mail, your CV and your motivation letter to adva consult : [info@adva-consult.com](mailto:info@adva-consult.com)

You may also send your application file by post to :  
adva consult, 4 Clos du Moulin Linard, 1440 Braine-le-Château, Belgium.

Please mention the reference EC389.

Your application will be treated in full confidentiality.

Feel free to visit our web site at [www.adva-consult.com](http://www.adva-consult.com).