

Junior Service Sales Proposal

JOB DESCRIPTION

A) Overview

Position	Junior Service Sales Proposal
Division	Sales Proposal & Back Office
Workplace	Voelkermarkt (A) at Danieli Engineering and Services GmbH offices or where needed, also visiting customers

B) Job Description

Purpose of the job

The employee processes service and spare parts requests from our customers, both requests of a quotation and orders, which may include, for example, spare parts, repairs, maintenances or improvements to a system that has been delivered.

After the sales team has discussed the project with the customer, the employee creates an offer for the required services and/or the spare parts. The employee takes care of the purchasing orders received and checks their compliance with our tenders before sending an order confirmation.

In case of needs contacting directly the customer to achieve further information or what is needed to manage the offer in Danieli systems correctly. Other tasks could be defined as per needs.

All the activities are done according to Danieli procedures.

The position foresee also the activity of offers follow up where there isn't a dedicated salesperson in charge for specific customers or areas.

C) Profiles and Requirements

Hard Skills

topic	skill
Education/studies	Technical education, post school technical courses or bachelor's degree in engineering
Post-school specialization courses	Desirable on technical matters
Work experience	Desirable
Understanding and reading of technical drawings	Mandatory
Identification from the drawings of the spare parts of a plant or of a single machine / station / assembly of machines	Mandatory
Knowledge of our industry	Desirable
Languages knowledge	English, spoken and written; German (mandatory); Italian (optional)
IT knowledge	Windows, MS Office; Danieli systems (One-World, One -CAD, BO, etc ,etc...)

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Soft Skills

topic	skill
Personal, social and methodological competence	Analytical skills, teamwork skills, communication skills, self-organization, personal responsibility, time management, problem-solving skills, willingness to learn

Other requirements

topic	skill
Special requirements regarding the position	Reading and understanding the technical drawings
Willingness to travel for work	Yes
Special physical requirements	none

Targets

Objectives and KPI will be defined by company as per needs, separate individual kpi will follow.

DANIELI ENGINEERING AND SERVICES GMBH

Please send your resume to these addresses:

- a.pignataro@danieli.com
- talents@danieli.it

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