

Vacancy

Hendrik Veder Group UK Limited are looking for an experienced Sales Executive to be based in our Aberdeen office to further strengthen our UK sales team.

An important success factor in our business is building relationships, based on expertise and trust. This role requires an individual with strong communication and interpersonal skills. The ideal candidate must be self-driven and results orientated.

As a Sales Executive you will be expected to work independently and report to the UK Sales Manager.

What we expect from you

You have commercial insight and understand the essence of a sales plan with concrete activities and objectives. It is your responsibility to drive opportunities through to the business and also to report periodically about the extent to which the sales targets have been realised, in terms of turnover and margin.

Tasks & responsibilities:

- Effectively target new and existing clients to maximise sales and achieve budget.
- Work with UK Sales Manager to prepare annual sales strategy.
- Develop and maintain relationships with customers.
- Take responsibility for the management of the regional customer target plan and ensure client relationships remain strong.
- Monitoring adequate follow-up.
- Communicate with operations and any other business units as required.
- Identify potential customers and develop 'additional opportunities' with existing customers.
- Promote company products and services across the range wherever possible.

Profile

- Experience of working within the lifting & rigging industries would be an advantage.
- Analytical and commercial insight.
- Proactive & driven to achieve results, with highly developed relationship building skills.
- Independent, but also able to operate in a team.
- Prepared to travel throughout the geographical territory.
- Experience and knowledge of Microsoft Office programs.

Who are we?

HVG is one of the leading European players in the market for steel wire rope, fibre rope and related hoisting and towing equipment. Our mission is to meet customers' challenges involving steel wire or fibre rope products and services in the offshore, maritime and all other industries needing this expertise.

Hendrik Veder Group

HVG is active in various markets, but mainly in offshore and maritime. The head office of HVG is located in Rotterdam, with sales offices, warehouses and workshops in 5 European countries (NL, FR, PL, UK, NO) and a large distribution network.

Interested?

Please send us your CV and a short cover letter via:
humanresources@hendrikvedergroup.com.