

Hendrik Veder Group

The Force of Smart Connection



Sales manager - Steel wire rope wholesale

Job Description

When you think of steel wire rope, you will think of offshore and shipping, but don't be surprised by the many applications and markets for which we deliver steel wire ropes. 90% Of the trade is export. We resell all over Europe and oil producing countries in Africa and Caspian.

As part of our Wholesale Team you will take care of part of our sales objectives by approaching existing and new customers and markets.

Who are you?

You enjoy working in a team in the middle of the port of Rotterdam. You like challenges, you set the bar high for yourself and you enjoy developing yourself further. You are also flexible; One has to be sure of oneself and have great communication skills. After all, you have a strong drive to achieve goals for yourself and the team. Affinity with technology and our product is a plus.

Do the following tasks and responsibilities appeal to you?

- Acquiring orders from existing and new customers in accordance with agreed sales targets.
- Identifying potential and new customers and developing "additional work" with existing customers and analyzing customer needs.
- Maintaining contact with (potential) customers and other relationships that may be commercially important.
- Issuing quotations and negotiating contracts / assignments.
- Drawing up an annual plan for marketing and sales for your customers, product group and services with concrete objectives and activities

Our minimum requirements are

- HBO working & thinking level
- At least 5 years of work experience in a comparable sector.
- The following competencies are present with conviction: Customer and service oriented, analytical, entrepreneurial, communicative and collaboration.

Hendrik Veder Group is a European company, operating worldwide from its locations in the Netherlands, England, Scotland, France, Norway and Poland. It is headquartered in the Port of Rotterdam.

The company provides products and services in the field of steel wire rope and synthetic rope, which play an important part in the offshore and maritime industries around the world. It also offers all-in-one solutions and services in many other industries.

Hendrik Veder Group's ambition is to make the offshore and maritime sectors more sustainable. We work alongside our forward-thinking clients to achieve sustainability through innovation.

The result is new, cost-effective solutions based on inventory management, maintenance and a circular approach to raw materials.

At Hendrik Veder Group, sustainability and savings go hand in hand.

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What do we offer?

A full-time job with good terms of employment and room to learn so that you can develop further.

Information about the procedure

For more information, please contact Marianne Vennik, HR Manager: marianne.vennik@hendrikvedergroup.com

Or call: 010-299 2352. You can e-mail your motivation letter and CV to: humanresources@hendrikvedergroup.com

