



JOB TITLE: Outside Sales Engineer Benelux

REPORTING TO: Sales manager

About us:

Ultra Clean Holdings, Inc. is a leading developer and supplier of critical subsystems, components and parts, and ultra-high purity cleaning and analytical services primarily for the semiconductor industry. Under its Products division, UCT offers its customers an integrated outsourced solution for major subassemblies, improved design-to-delivery cycle times, design for manufacturability, prototyping, advanced flow control solutions, and high-precision manufacturing. Under its Services Division, UCT offers its customers tool chamber parts cleaning and coating, as well as micro-contamination analytical services.

You will be part of the UCT Fluid Division (Previously Ham-Let Group).

We offer a wide range of valves, fittings and hoses for many industries including oil and gas and semiconductor industry. We also make complete assemblies for our customers. Our Benelux sales office is located in Meppel, The Netherlands.

Main Duties and Responsibilities

- Responsible for all sales and support to customers in the oil, gas, chemical and petrochemical industry that are located in the Netherlands, Belgium and Luxembourg.
- Develop repeat business through customer service contact with existing and lapsed accounts by defining their current and future services requirements;
- Uncover and develop new Sales leads, through a combination of research and target account prospecting;
- Perform cost-benefit and needs analysis of existing/potential customers to meet their requirements
- Achieve agreed upon sales targets and outcomes within schedule alongside the Sales Manager;
- Update and input all sales related information on CRM system;
- Daily visits to new and existing customers. Administration and planning you will be doing from your home office. (Attendance to office in Meppel on a bi-weekly basis)
- Effectively manage time to focus on activities that grow pipeline and revenue;
- Manage the sales process of qualified opportunities through quotation to close;



Person Specification

- Extensive experience in commercial sales role within manufacturing or similar sector
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, communication and negotiation skills
- Degree or Formal qualification within mechanical engineering advantageous
- Fluent in Dutch and English (other languages would also be an advantage)
- Outstanding communication and interpersonal abilities
- Able to prioritize workload and meet set deadlines in professional manner
- Previous experience using CRM systems along with Microsoft office
- Located preferably in the middle or south of the Netherlands.

What we offer

- Competitive salary with bonus based on KPI's
- Car (VW Golf or similar), laptop, mobile.
- Pension plan, CAO Metaal & Techniek
- 25 days holiday and 13 ADV days

If you are interested in this versatile, commercial and responsible position, please send your CV outlining your experience to carlac@ham-let.com.