



Technical Sales Support Engineer

Dec Group is an international active technology group specializing in providing powder handling systems, containment solutions, fill and finish turn-key equipment, and fully automated serialization solutions for the marking, verification, and recording of serialized information mostly to the pharmaceutical and chemical industries.

Dec Group's core competency is designing and developing powder handling systems, process isolators for the aseptic filling of biopharmaceutical products, custom fill-finish solutions for pharmaceutical manufacturers, and nuclear containment gloveboxes. Furthermore, the company offers its cusdesigning and developing process support, services, and consumables. Its turnkey and custom-designed solutions have been successfully integrated into complex operations in hundreds of companies worldwide, both multinationals and specialists.

Dec Netherlands subsidy of Dec Group is an equipment manufacturer for the pharmaceutical industry, delivering serialization, filling, and lyophilization loading and unloading equipment. Customers are top pharma companies and CMOs performing small molecule synthesis, Biotechs and CMOs performing large molecule fermentation, pharma, biotechs, and CMOs producing finished.

The challenge

You provide technical advice to the sales team to reply on customer requests for new projects or services regarding engineering & technical issues. Provides troubleshooting assistance for customer orders and account statuses. You provide commercial documentation on product specifications and usage to the sales team.

You contribute by analyzing the customer requirements and provide information to create a commercial and competitive proposal. Therefore you attend customer meetings to support the sales manager in collecting required information and process this information in visualizations of the lay out of the proposed machines. You prepare the technical commercial documents with budget assessments to the sales team. In cooperation with the sales manager, the finalized proposals are presented to the customer. After approval, you take care of the kick off meetings for the operations team and transfer all the content of the order to the project team. Taking full ownership you assure alignment with other disciplines.

You will join the SBO (Sales Back Office) team, working closely with the Front Sales.

What's in it for you?

Working at Dec means being part of an ambitious and innovative organization. We stand for quality, teamwork, informal atmosphere, personal contact and building lasting relationships. Working in our line of business brings you high-tech challenges and enables you to think creatively to come up with never-seen-before solutions. Besides competitive salary benefits, we assure a career long learning curve in what you like most, solving technical challenges.

The requirements

- Technical or mechanical, chemical or pharmaceutical engineering training
- Fluency in English (another language is an asset)
- You already have experience in carrying out technical projects, ideally in equipment for the chemical or pharmaceutical industry



- Ability to understand specifications in order to be able to propose an adapted and reliable technical solution and to establish a clear and precise technical and commercial offer
- Knowledge of standards

How do I apply?

If you want to learn more about our organization, check the website www.dec-group.net . If you are interested in applying for this position, please let us know by mail on jobs@dec-group.nl