



Sales Manager

Impacting lives with our high-tech solutions – that’s our core business. Every day we strive to exceed our clients’ expectations and build custom solutions for their needs. We specialize in engineered filling lines primarily for the Pharmaceutical and Medical industries. Our activity is part of the FST (Filling Solution Technologies) division, one among the 5 division in Dec Group.

The challenge

Our filling lines challenge the borders of feasibility. Our clients are the biggest pharmaceutical companies. You will be responsible for delivering, making growth and maintaining customer relationships to enable sales in your region or specific accounts, proudly representing Dec Group. As a Sales Manager, you sell Dec Group products of all divisions to prospects and customers in your region, whilst meeting or exceeding sales targets.

- You will be responsible for realizing sales targets in specific region or for specific accounts, supported by in-depth technical and industry knowledge;
- You meet potential clients and build strong customer relationships that address their needs
- You manage accurate reports, proposals, booking packages, and other required documentation (monthly forecasting for region including analysis past period; account planning, CRM system on a daily basis, weekly update the Lead Sales & Marketing);
- You collect relevant market/customer information for Sales Support in case of quote request;
- You cooperate closely with Sales Support, Technical Sales Support, and Project Management for any change in the project life (quote or change order timing, creation, etc);
- You execute tender process and manage the tenders accurately and in time;
- You manage customer complaint and feedback adequately informing any relevant internal departments;
- You support Marketing by providing information that could be relevant for Dec Group branding;
- You represent Dec Group at exhibitions and seminars;
- You send the order acknowledgement, prepare and present order in Order Acceptance Meeting;
- You follow the standard procedures and quality requirements;

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

- A technical bachelor’s or master’s degree in a Mechanical, Electrical, Mechatronic, Software Engineering;
- 10 years minimum of sales experience in equipment for the pharmaceutical field (containment, powder handling, grinding technologies, packaging).
- Strong knowledge of the players in the Secondary and Aseptic Pharma market and you have a good network.



- Strong customer service, analytical and interpersonal skills
- Excellent organizational and multitasking skills
- Experience in an international environment
- Proficient Dutch and English both spoken and written, French is a plus

How do I apply?

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