



Technical International Account Manager

Concore B.V. consists of three experienced partners, the owners of Motis B.V., Joan and Hans Tourné, the owner of Thiso b.v. Cees van Veldhuisen and Sven Wallgren, the previous owner and cofounder of X-tec Oy Ltd.

All Concore products are produced at Motis B.V. production facilities in Helmond and Thiso in Ede, both in The Netherlands.

Concore has an extensive program of machines with high level of automation, for the hollow core and wall panel manufacturing.

Concore B.V. is your one stop supplier in machines and equipment for hollow core production as well as offering complete implementations for hollow core and wall panel plants. With our worldwide experience Concore is able to provide the precast industry with the best possible advice.

Tasks and responsibilities

- Expanding Concore customer base
- Sales of Concore machines and parts.
- After sales monitoring, and escalation when required.
- Hand over orders and technical order specification to Order Management.
- Developing and execution the agreed go-to-market strategies for the precast concrete industry.
- Supports the profitable long-term relationships with key customers to maximize present and future profitable business across all the assigned products.
- Supports and lead negotiations until order sign-off
- Responsible for Discount and Order intake target.
- Gives input into budgets and quarterly forecast.

Ideal candidate criteria

- A technical and commercial education
- Relevant sector experience in the precast concrete industry (hollow core and wall panel)
- Excellent technical and sales skills.
- English, another language is a strong advantage.
- Willingness to travel on a regular basis (50% of the time).
- Is able to communicate easily with people on the shopfloor and the boardroom.

On offer

- A responsible position in an international and dynamic organization.
- Challenging assignments, development and training as well as exciting opportunities to enhance your skills, abilities and knowledge.
- Market conform salary package.