

TECHNICAL SALES SUPPORT MANAGER

LOCATION: AMSTERDAM, THE NETHERLANDS

LIGHTHOUSE Instruments BV, located at the Amsterdam Science Park, supports the sales and marketing of the product lines and is supplier of laboratory services to customers in Europe. The Amsterdam team consists of 20+ people.

POSITION PURPOSE:

LIGHTHOUSE Instruments is expanding its operations in Europe. In line with this expansion, a new position has been created in Sales to build capacity in technical administrative support to the European Sales Team.

The Technical Sales Support Manager will be an important member of the European team, playing a crucial role in the team's success. The job will be both fulfilling and challenging with an opportunity to learn new skills, accumulate achievements and develop rewarding international contacts.

The Technical Sales Support Manager's mission is to enhance sales productivity in the European Region through the effective management of Pre-Sales, Customer and General Office administration and to work synergistically with all members of the Lighthouse team (Sales, Technical Services, Measurement Services and Marketing) to achieve personal and European team related goals.

REQUIRED QUALIFICATIONS & EXPERIENCE:

- A Bachelor's degree in a Technical or Science related field
- At least 2 years of experience in a Sales Support role
- Strong analytical skills
- Ability to work effectively, independently and interdependently within a small entrepreneurial team & with multicultural customers
- Ability to readily respond to changing circumstances and expectations
- Strong written and verbal English skills
- Experience with Customer Relationship Management systems such as Salesforce.com would be an advantage
- Creative mindset with initiative
- Place of residence in or near Amsterdam and in the possession of a 'BSN'

KEY RESPONSIBILITIES:

- Technical qualification and feasibility assessment of sales leads
- Drafting, coordination and filing of technical sales quotations
- Support to the workorder process
- Collection of technical information from customers
- Drafting of technical / sales related form templates
- Strategic sales analytics and customer research
- Competitive analysis
- Back-office support to the Sales Team and Partner Agents
- Carry out other sales and marketing support activities as directed

WORKING HOURS:

Full time 40 hours per week, Monday to Friday (9:00 to 17:00h).

INTERESTED?

If you have any questions and if you would like to apply, please send your motivation letter and CV to Eva Goudswaard, HR Manager: egoudswaard@lighthouseinstruments.com