

Sales Engineer / Proposal Engineer

Do you possess a strong maritime technical background and do you like to engage with clients and colleagues every day? If yes, then we might be looking for you!

Praxis Automation Technology BV is currently seeking a **Sales Engineer / Proposal Engineer** to join our **Sales Department** where you will be driving the sales process with the support of your colleagues in other departments.

Whether you are already well-familiar with ship automation, navigation and hybrid propulsion system or you have a genuine interest in that type of systems you will be provided with sufficient training and onboarding to ensure you are fully equipped to carry out all the tasks.

The job:

As a Sales Engineer / Proposal Engineer, you will use your technical and communicative skills to translate client requirements and wishes into optimized solutions. You advise the customer technically and commercially. You clarify technical requirements with the client and finetune hardware, software, cost and logistics to create the perfect proposal for ship automation, navigation and hybrid propulsion systems.

You are passionate about involving your colleagues and acting as intermediary between the customer and the operational departments. You will receive close support from the Sales Manager, our Project Department, Production and Logistic Departments.

Additional responsibility:

- Preparing and keeping track of outstanding quotations, focusing on strong follow up
- Answering client questions about any aspects of our proposal
- Assessing and advising on contract requests, sales conditions and payment conditions
- Process incoming Project Orders and arrange the transfer of new project to the Projects Department
- Keeping commercial documentation such as price lists, quotation templates and reference lists up-to-date

Your qualifications:

- Completed study on HBO level / Bachelor of Science or relevant working experience
- Working experience in the field of shipbuilding, shipping, automation or electric installations
- Skilled in clear communication in English (speaking and writing)
- A pro-active, self-starting attitude
- Being able to think from the perspective of the customer
- Service-minded and flexible
- Structured working approach

Praxis Automation Technology BV offers:

- A very dynamic, flexible, international and informal working environment
- Being part of an innovative high-tech company
- A meaningful role in our organization

- Market based salary
- Excellent travel allowance
- Good fringe benefits

Application

If you are interested in the position, please send a motivated application and an updated CV through jobs@praxis-automation.nl.

About Praxis Automation Systems BV:

Your guide to ship automation and navigation”, with this motto Praxis Automation Technology develops, produces and supply innovative Automation and Navigation Systems for all types of seagoing vessels. Praxis Automation Technology was founded in 1965 and ever since we’re an international leading company in ship automation, navigation and hybrid propulsion. More information: www.praxis-automation.nl