

Senior Sales & Application Manager (M/F) for Laser Cladding and 3D Printing

ABOUT LCV

LCV is an innovator in the field of Laser cladding. This advanced manufacturing method is used for industrial 3D Printing, advanced wear & corrosion protection and refurbishment of capital equipment. LCV serves focus markets such as the process-, steel- and aero industry.

LCV is a SME scale-up with a clear vision and consists of a dynamic team of talented engineers. We are located in Opglabbeek and for our expansion, we seek to reinforce the team with a **Senior Sales & Application Manager**.

SENIOR SALES & APPLICATION MANAGER

As **Senior Sales & Application Manager** you have a direct responsibility towards revenue intake and the commercial strategy.

On an operational level **you manage the commercial projects** and you are a champion in converting technical RFQ's into value-added business. You have the capability to understand and translate the customer's request, work-out and validate technical solutions and negotiate projects to a closing. As LCV features a clear focus on volume production, you are able to establish strong account relations and you are skilled in escalation management. You work in close collaboration with the engineering team in order to develop value-added projects with a clear approach towards effective and qualitative fulfilment.

On a strategic level you have a **business development responsibility to identify new markets and applications**. You are able to spot opportunities, establish a technological fit, analyse the market size and competitive landscape, define the required development and capabilities and you can work out strategic plans to gain market access. You can hack market access by engaging with early believers, work out references and guide projects from the feasibility stage towards volume manufacturing.

TASKS

- Technical sales
 - Intake, solution building, calculation and negotiation
 - Risk assessment and project development for non-standard customer requests
- Application specialist
 - Develop expertise in wear protection and 3D printing in the LCV core markets.
 - Develop volume series production.
- Business development
 - Identify new markets and applications and make strategic analysis of potential and development plan.
 - Prospect and develop early adopters

PROFILE

For this core function of **Senior Sales & Application Manager** we look for an experienced sales engineer with an entrepreneurial spirit who can take ownership over the business and commercial development.

Relevant experience in applicable domains such a process industry, steel manufacturing, wear protection or 3D printing is a plus. You have a proven technical and engineering capability with strong analytic skills and a structured working method. A good understanding of welding, metal 3D Printing and material technology is a plus. As a candidate you have preferably a M.Sc degree in production technology or materials.

You are an open personality with commercial flair and a you have a proven track record in technical sales with a clear focus on revenue generation. Furthermore you are a good team player with a high level of accountability and a problem-solving ability.

You work directly with the CEO and are member of the operational management team with perspective to develop and lead the commercial department.

WHAT WE OFFER

Besides the standard such as competitive salary package and flexible work environment, as an applicant you can see LCV as a chance to be part of an adventure.