



Constructie Bruynooghe – Sales Engineer Automation

Job description

In order to serve our customers with a complete solution, we have our **own automation department** that is responsible for the **development, integration, and start-up of automation projects**.

This department **operates independently and builds its own customer base**, but at the same time works closely with our **machine construction department**, which is served as a **preferred partner**.

As a Sales Engineer Automation, you are a technical-commercial key figure with expertise in industrial automation and a commercial flair to maintain customer relationships.

- You expand the commercial and strategic vision for the future of the department.
- Through active prospecting, you grow Bruynooghe Automation's market share in the industrial sector.
- You maintain relationships with our existing customers and prospects and prioritize their satisfaction.
- You will analyze customer needs and, in consultation with the department manager, translate these into technical solutions.
- You draft quotations and follow up on them commercially from the initial contact to the signing of the contract.
- After sales, you remain closely involved in the progress of the project and continue to be the commercial point of contact.
- You follow market trends and competitor developments to identify new opportunities.
- You work closely with your colleagues to ensure smooth implementation.

Profile

- You have a bachelor's or master's degree in a technical field, preferably automation.
- You have relevant experience as an Automation Engineer in industrial automation.
- You have commercial flair and the ability to advise customers on technical matters.
- You are a strong communicator, persuasive, and result-oriented.
- You work independently, but also have a strong team spirit: you liaise quickly with the department head and engineers to achieve common goals.
- You have a good knowledge of Dutch; knowledge of French or English is a plus.
- You have a valid driver's license.

Offer

- A challenging position with lots of autonomy and growth potential within a dynamic manufacturing company.
- The opportunity to participate in the growth of the automation department.
- A technically challenging environment with short lines of communication and a no-nonsense culture.
- An attractive salary package supplemented with additional benefits (meal vouchers, supplementary pension, company car, etc.).
- A job in a stable and growing company that values quality, innovation, and customer focus.

<https://www.bruynooghe.be/>