Sales engineering (Europe)

Job description

- Driving the growth of Spiber,Inc. sales across the European appeal market
- Ensuring that the potential of global sales best practices is utilized and leveraged across the organization
- Supporting the development and customer account strategies
- Managing the opportunity pipeline to achieve targeted growth objectives
- Building strategic relationships at key accounts
- Driving sales activities to approach customers across the commercial term
- Identifying and driving opportunities to maximize revenue and profit
- Closely collaborating with other regional sales leaders, Global Business director and Marketing
- Ensures the ongoing and consistent adherence to all Spiber, Inc core values

Requirements

- Proficiency in English
- 5 or more years of experience in Apparel Textile Sales
- Knowledge and strong technical background with fiber, yarn spinning, weaving or knitting, finishing required. Experience working in such mills is preferable
- Demonstrated ability to understand the needs of customers and the development of solutions to satisfy/retain and users
- Strong desire to exceed results by exercising sales leadership/influence, taking initiative, overcoming obstacles and finding creative solutions
- Ability to interact at multiple levels within the customer's organization inclusive of senior leadership.

Desired candidate profile

- Self-starter, collaborator, strategic thinker and consistent demonstrated behavior of being highly motivated

Core values

- A sense of engagement and responsibility towards Spiber's projects
- The ability to take an active role in contributing to the team's mission
- The capacity for flexibility in the pursuit of maximizing the team's performance
- Willingness to step outside individual areas of specialization
- An appreciation for new experiences and challenges
- Ability to deliver and share our company's culture and image
- Ability to work under pressure and react to an ever-changing environment

Location

- Remote, based in Europe

Benefits

- Various types of insurance (employment insurance, workers' accident compensation insurance, health insurance, employee pension)
- Optional defined contribution pension plan
- Mental health support (consultation with external clinical psychologists)
- Employee stock ownership plan
- Flexible work options to suit various types of work (shortened working hours and remote work are available)
- Childcare center enrollment in the nursery is available for all employees with children from age 6 months to 5 years
  *Possibility of enrollment will need to be confirmed in advance, as admission depends on the number of vacancies available
- In-house social gatherings
- Business trip allowance

Pre-employment
Support system for those who move from overseas to Tsuruoka, Japan

- Information on moving to Tsuruoka and a Q&A session before the final selection process
- Support for entry (visa application, transportation upon arrival in Tsuruoka, etc.)

- Support for daily life in Tsuruoka (employee accompaniment as needed to find housing, set up living infrastructure, complete procedures at various locations, other accompaniments as necessary, etc.)
- Spiber is able to pay for the initial housing costs upfront, and the employee can repay the amount at a later date
- Transportation from country of residence to Tsuruoka

Post-employment
Support system for a smooth in-house communication

- Free in-house language classes
- Language mentor system (for non-business support as well)
- In-house language support team for language-related consultation and support (such as interpretation at meetings and interviews as needed)
- Support for daily life (housing-related troubleshooting, vaccinations, accompaniment to hospital visits in case of illness, etc.)

How to apply

- Please send your application documents through the application form on our website (https://www.spiber.inc/en/join/form/). Please select "Business Development" on the form and mention that you are applying for the role of Sales engineering (Europe) in the "Comments" box.