



Sales Engineer (Europe)

Job description

- Driving the growth of Spiber, Inc. sales across the European apparel market
- Ensuring that the potential of global sales best practices is utilized and leveraged across the organization
- Supporting product development in line with 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
- Five (5) or more years of experience in sales and/or development of textile products for the apparel industry
- Knowledge and strong technical background with fiber, yarn spinning, weaving or knitting, finishing. Experience working on technical development based on customer requirements at or closely with relevant factories is required.
- Demonstrated ability to understand the needs of customers and the development of solutions to satisfy/retain users
- Strong desire to exceed targets and deliver 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.

Core values

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

Workplace type

- Remote, within EU

Benefits (as of September 2022)

- 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 (if vacancies are available, only for Spiber employees who will work in Tsuruoka, Yamagata where the headquarters is located)
- In-house social gatherings
- Business trip allowance

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 Engineer (Europe) in the "Comments" box.
- Spiber welcomes people of any race, faith, gender, gender identity, marital status, age, socio-economic status, education, appearance, and disability. Please let us know if you need any accommodations so that we can provide the assistance you desire.