



Product Sales Support Specialist

Ref. PSSS_NL_2311

Location: Beverwijk, Netherlands



About the job

Do you want to help build tomorrow's world? Welcome to Carlo Gavazzi, where we are designing, manufacturing and marketing electronic equipment. Our Group's products (sensors, monitoring relays, timers, energy management systems, solid state-relays, safety devices, fieldbus systems) provide automation solutions for the global markets of industrial and building automation across Europe, the Americas and Asia-Pacific through a network of 22 own sales companies and through more than 60 independent national distributors.

Carlo Gavazzi Netherland is currently looking a talented and passionate **Product Sales Support Specialist** like you, who can provide accounting and customer service to our clients. Do you only strive for excellence and do you want to grow your career in step with our company? Then perhaps you're the M/F/X we're looking for.

You will be part of a sales organization that is passionate about working with our clients to create a unique product that is more advanced than anything that is currently available on the market. As an Product Sales Support Specialist, you will be responsible for providing technical and commercial support to customers, managing projects and products, conducting market and competitor analysis, and collaborating with key stakeholders.

What does this mean?

- You will be responsible for providing technical and commercial customer support.
- You will Answer customer inquiries, provide product information and recommendations, and resolve issues in a timely and professional manner.
- You will assist in evaluation and processing of customer requirements, propose solutions, and coordinate with internal and external parties to ensure project delivery and satisfaction.
- You will assist the Area Sales Engineer with technical and commercial aspects of key accounts
- You will maintain and develop relationships with strategic customers, provide product updates and demonstrations, and handle contract negotiations and renewals.
- You will communicate technical queries, launch new products, and coordinate activities with the and International Product Specialists.

Requirements

Sounds great! Am I the customer support you are looking for? Let's see:

- You have proven 3-5 years work experience as a Product Sales Support Specialist or similar role, preferably in the electronics and components industry



- You have proven 3-5 years work experience as a Product Sales Support Specialist or similar role, preferably in the electronics and components industry
- You have a degree in electronics and/or automation, and/or electrical engineering and good knowledge of market of components (Sensors, Switches, Controls, etc.)
- You are passionate about all product management and have solid experience with IT tools, ERP and CRM type tool (i.e: Bling, SAP, Totvs)
- You excel in using Microsoft Office 365.
- You are speak Dutch & English and enjoy working in an international team
- You are very hands-on and pragmatic. You have many examples of things you made yourself.
- You are flexible, you have no problems with adapting to new plans. Customer Support is fun, but also unpredictable.
- You can handle pressure because honestly, we work hard.

Benefits

Why should you apply?

- You will be joining a team of enthusiastic and passionate colleagues
- You will be working on the design and development of truly unique products, end-to-end. Yes, you can be an inventor! There is nothing more thrilling than seeing your work out there on the market. Carlo Gavazzi is a fast-growing company, so you can grow with us and grow in your area of expertise or interest
- You will get an attractive salary package with a lot of extra benefits

And yes, Carlo Gavazzi is an award-winning company! We want to excel in what we do, it's no walk in the park but our hard work pays off.

Interested in finding out more?

Please send your CV to GlobalTalent@carlogavazzi.ch indicating the reference **PSSS_NL_2311**.

Browse our website (www.gavazziautomation.com) or visit our [LinkedIn page](#)

The **Data Controller** is Carlo Gavazzi Automation SpA with registered office in Viale Lunigiana 46 - 20125 Milano, Italy - risorseumane@gavazziacbu.it.