

Algeria Jobs Expertini®

Lead Sales Specialist

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Company: Baker Hughes

Location: Algiers [El Djazaïr]

Category: other-general

Are you a Sales passionate that is motivated to deliver?

Would you like to join our Sales Team?

We provide reliable power transmission technologies and services to solve the unique needs of every application across industry segments.

Our team has a collaborative sales mind-set, a technical understanding of our products, providing highly customizable solutions.

Partner with the best

As a , you will report to the Regional Sales Leader and service an existing client base.

You will seek to identify new markets and customers from assigned geographical regions.

Product portfolio will include all of Baker Hughes' Power Transmission products, gathered under 2 major brands LUFKIN GEARS and ALLEN GEARS.

You will be responsible for:

Selling Aftermarket's solution (duplicates, parts, repair, field activities) within a geographic area.

Leading Channel Partners and develop our CPs network within your territory

Promoting our New Equipment's solution, selling New Units to local entities when possible within your territory.

Handling customized products with many options requiring constant customer intimacy.

Contributing to products selection, pricing and conditions to have a certain degree of granularity.

Some latitude to deviate from prices and conditions in guidance with our sales/commercial strategy.

Handling diverse clients (OEMs, EPCs, End Users) in a region.

Cooperating with commercial and technical departments to realize sales.

Leading a customer's portfolio with medium-sized estimated orders.

Fuel your passion

To be successful in this role you will Have:

Have a degree in engineering discipline or similar with work experience in rotating machines.

Have a good level of expertise in O&G processes and/or industrial application.

Demonstrate 4+ years of experience in Technical Sales for rotating equipment.

Have excellent interpersonal and presentation skills.

Demonstrate excellent oral and written communication skills and be able to communicate at all levels within customer organization.

Show the ability to work in a matrix organization and work effectively in a team.

Have proven experience in sales.

Work in a way that works for you

We recognize that everyone is different and that the way in which people want to work and deliver at their best is different for everyone too. In this role, we can offer the following flexible working patterns:

Working flexible hours - flexing the times when you work in the day to help you fit everything in and work when you are the most productive

Working with us

Our people are at the heart of what we do at Baker Hughes. We know we are better when all of our people are developed, engaged and able to bring their whole authentic selves to work. We invest in the health and well-being of our workforce, train and reward talent and develop leaders at all levels to bring out the best in each other.

Working for you

Our inventions have revolutionized energy for over a century. But to keep going forward tomorrow, we know we have to push the boundaries today. We prioritize rewarding those who embrace change with a package that reflects how much we value their input. Join us, and you can expect:

Contemporary work-life balance policies and wellbeing activities

Comprehensive private medical care options

Safety net of life insurance and disability programs

Tailored financial programs

Additional elected or voluntary benefits

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