



BELJON
WESTERTERP

JOB PROFILE

Euro-Mit Staal B.V.
Commercial Manager



Office: Vlissingen(Ritthem)

1. EURO-MIT STAAL B.V.

EURO-MIT STAAL B.V. (EMS) in Vlissingen is a subsidiary of the famous Japanese international trading company and multinational Mitsui & Co., Ltd. EMS is a service center specialized in processing the higher grades of electrical steel for the transformer industry mainly in Europe. Core values towards customers and internal organization are service, quality and safety. Also durability and the development of employees are important within EMS.

To the website: <https://www.euro-mit-staal.com>

2. PROFILE and PURPOSE

To understand the EMS strategy and act in line with such strategy. To increase the company's turnover and profitability by maintaining present business and expanding the business in general.

You are managing the commercial department consisting of two account managers and four desk/back office employees. You are member of the management team and report to the Managing Director.

3. TASKS AND RESPONSIBILITIES

- Supervising, developing and managing the Commercial Department in order to optimize the turnover and profitability of the Company and to maintain good relationship with both customers and suppliers.
- Sales section matters as described in the EMS document Functions and Responsibilities Exhibit.
- Purchase section matters (master coils / raw material) as described in the EMS document Functions and Responsibilities Exhibit.
- Responsible for a safe and clean working environment.

Concrete activities per main task

- Maintain and develop contacts with existing and new customers and suppliers of the (to be processed) material. Record and obtain relevant data, report in writing the various biz discussions. Create progress- and statistical reports.
- Plan, devise and implement data, manage basic operations; find new customers; decide and improve transaction terms; decide on delivery terms; act on customer service matters; control order status; check payments and receivables, determine creditworthiness and take care of any other related matter.
- Devise purchase policies; take care of purchase procedures, execute market surveys; manage supply sources; take care of any other related purchase matter.
- Responsible for a safe and clean working environment. Making use of the 5S methodology for the relevant place of work/workstation.

Required and applicable guidelines, rules/instructions etc.

Knowledge of general (inter)national sales- and marketing principles, EMS-quality manual, company instructions, general machine and tool specifications, customer / supplier specs. EMS personnel-guide, EMS communication bulletins and information sheets.

Responsibility and Authority

The Commercial Manager is fully responsible for activities, and is entitled to make related decisions based on EMS policies. Having authority does not eliminate the Commercial Manager's obligation of reporting of the business situation in timely manner to the Managing Director. Is responsible for carrying out the daily tasks in such a way that the impact on the environment shall be as less as possible.

4. JOB REQUIREMENTS, KNOWLEDGE, SKILLS, PERSONAL QUALITIES & COMPETENCES

- Hbo level/higher vocational education (e.g. commercial / industrial engineering & management)
- Having relevant international commercial experience in a similar type of management function within the industry, preferably gained at a technical / production related company.
- Ability to read and write the Dutch and English language is required.
- Feeling to act with different cultures
- The job also offers individual freedom of handling
- From time to time travelling abroad
- Willingness to enter courses or seminars
- Management and leadership skills
- Analytical
- Commercial and entrepreneurial (business development)
- Customer focus and service orientated
- Result driven
- Planning and organizing



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- Team player and cooperative
- Self-initiative and self-discipline
- Flexible and stress resistant

5. EURO-MIT STAAL B.V. IS OFFERING

A pleasant working environment and a good package of employment conditions.



CONTACT

For questions please kindly contact:
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