



FROM VIBRATIONS
TO IDENTIFICATION

Job Description

Sales Executive Vibration Analysis Services

Company Introduction

V2i, a spin-off of the University of Liège (LTAS: Laboratory of Aeronautics and Space Techniques), offers a full range of customised services in the field of mechanical vibrations, with both theoretical and experimental expertise.

At V2i we offer an all-in-one solution for all types of mechanical vibrations related simulations, measurements, certifications, and monitoring. Based on our experience and numerous R&D projects we are part of, we can correlate simulations with measurements on top of having various environmental testing capacities.

In addition to these services, we have developed our own tailor-made acquisition and monitoring systems that can meet any customer requirements for complex data acquisition and monitoring.

Our mechanical vibrations expertise cover and combine:

- Numerical simulation #Simulate2Predict
- Engineering and prototyping measurements #Experiment2Validate
- Instrumentations of all mechanic-related sensors #Detect2discover
- Environmental testing #Test2certify
- Measurement, data collection and analysis onsite #Measure2monitor

And continuously grow to keep on providing our partners the best leading-edge vibration expertise.

V2i customers include leading companies in aerospace, defense, transportation, manufacturing.

To drive the growth of its service business line (vibration analysis), the company is looking for a sales executive to join its talented team.

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Scope and responsibilities

Your major goal is to drive the revenue growth for the vibration analysis business of V2i, by the acquisition of additional customers in relevant markets such as aeronautics, space, defense, transportation, and other relevant.

Your responsibilities include discovering and pursuing new sales prospects, negotiating deals and maintaining customer satisfaction. You have excellent communication skills and feel comfortable reaching out to potential customers to demonstrate our services through email and phone.

Ultimately, you'll help us meet and surpass business expectations and contribute to our company's sustainable growth.

More specifically, your activities will include, among others:

- Actively seek out new sales opportunities through cold calling, networking and social media
- Set up meetings with potential clients, discover their pains and position V2i solution adequately.
- Prepare and deliver appropriate presentations on services.
- Drive the technical discovery and qualification processes by understanding the match between the target business problems and the company's offering. Work directly with the customer to help them define and realize the business values of utilizing our offering. If needed require the assistance of the technical teams, communicate the plan to them.
- Coordinate activities with other departments (technical team, marketing, admin, management) within the company required to execute the Sales Plans.
- Report on activities and opportunities by filling in the CRM and forecasting tools of the company
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams
- If required, conduct market research to identify selling possibilities and evaluate customer needs

Your profile

- You have at minimum a bachelor degree in sales or business, with a minimum of 2 years' experience in B2B technical sales (or another degree but with relevant working experience)
- A technical degree (eg. in engineering) is a strong asset
- Technical knowledge and interest in mechanical systems, engineering or technology in general is required, as well as the understanding of the business challenges associated with that market
- Ability to demonstrate equal business stature at the executive level is required
- Willingness to evolve with a technical-business role, in a very technical company is required
- Soft skills: autonomous, energetic, rigorous, team player, positive, respectful to everyone, excellent organizational and time-management skills & open to feedback (receive and give)
- Fluent in French & English with the knowledge of Dutch or German being a strong plus.
- Excellent presentation, written and verbal communication and interpersonal skills.
- Available to travel (up to 25%)

What we can offer at V2i

- Being part of a small, motivated team of vibration experts, where you are actively contributing with your ideas
- The possibility to have a major impact on the future of the company, focused on technical excellence & customer satisfaction
- Work autonomy (incl. homeworking), within a result-oriented culture
- Access to relevant training courses to gain professional experience
- Attractive compensation commensurate with experience, including benefits

Recruitment process

The recruitment process is made of four steps:

1. You contact us (CV + motivation letter mentioning your previous experience / most exciting projects);
2. After 2 weeks, a first meeting is organized with our management, for a discussion about the job position and how it can match the applicant's expectations;
3. If both parties are willing to continue, a second meeting is organized with other managers and some team members;
4. If all the lights are green, you join the team!