

TECHNICAL SALES ENGINEER PROCESS ENGINEERING

Quadrimex Chemical, 75 employees SME, with a turnover of 35 millions euros, is looking for technical sales engineer / process engineering for the « Oil & Gas » business unit.

About us :

Quadrimex Chemical, specialized in chemical specialties all around the world, is divided in 4 business units :

- Sulfur derivatives (mines, tanneries, and chemical industry)
- Oil & Gas (refineries and petrochemistry)
- Chemical specialties
- Custom services

You will be a part of the « Oil & Gas » business unit which is a key activity dedicated to the refineries and the petrochemical industry.

Position and role :

Quadrimex Chemical developed the Newton's technology, an innovative technology dedicated to the hydrocarbons drying. We offer our customers a tailor made engineering service and a supply of dehydrating consumables. The Oil & Gas Business Unit is also providing catalysts for mercaptans treatment.

Directly in contact with the BU manager, you will be in charge of developing the current customers relationship and also providing them technical support.

You will be involved in many international business trips.

After a training period, you will be in charge of :

- Technical support for the customers and the sales team
- Designing the equipments and the creating technical documents (technical offer, process book, monitoring)
- Collaborating with our laboratory and technical manager for the improvement of the design and the use of the technology on industrial sites
- Sales and technical promotion of the technology during meeting with our customers or during conferences
- Sales Development with new customers
- Responding to tenders and engineering projects sales
- Participating to the BU development
- Achieving your quantitative and qualitative goals
- Reporting your work to the BU manager

Skills profile :

If you speak French, it would be an asset for your application.

You studied engineering at school, more specially in process engineering. You have an minimum of 3 years experience in engineering business. It would be an advantage for your application if you have already worked in the refineries and petrochemistry.

You are known for your persuasive skills and your people skills. You are dynamic and enjoy challenges, and you are autonomous.

You master the software and computer tools (SolidWorks, AutoCAD...).

Our advantages :

Be part of a dynamic environment which has continuous grown for 30 years.

Long-term contract.

A lot of other advantages : incentive compensation, chèque déjeuner, team building, 50% of your sport membership, extra days off on top of regular holidays.

To apply :

Send your resume and your cover letter (English OK) to emploi@quadrimex.com