

Job Title: Sales Coordinator M/F

Wärtsilä is a world leader in marine technology and leading the industry's transformation towards a decarbonised and sustainable future. With the world's widest portfolio and service network, we – Wärtsiläians - deliver efficient, safe and sustainable integrated products and solutions to enhance the business of our customers. The opportunities presented through digitalisation and new technologies are offering a new era of shipping. Did you know that shipping is the world's most efficient mode of transportation and that approximately 90% of world trade is carried by sea? We want to change the course towards an interconnected and cleaner maritime future and are constantly on the lookout for future-oriented talent to join our team and to work towards enabling sustainable societies through innovation in technology and services - together. Are you ready to jump onboard?

We are now looking for a **Sales Coordinator M/F** to join us in maintaining and developing our market leading position in Sales Region Mediterranean and Atlantic, Marine Power.

The location for the position is in Marseille (France) and reporting to Guillaume Foy, Sales General Manager, Sales France & French Speaking Africa.

What will you be doing?

As a part of Marine Power Sales organization, you will be part of the journey of establishing and driving the development of the Marine Power Sales organization. The work that has been done by colleagues across the world sets a strong foundation in which we can build the next step in reaching excellence in Sales and efficiency, operational excellence and global world class competence.

You will be working as part of a Sales team in charge of a strategic customer for our business.

You will also be responsible for supporting the Sales Activities by keeping updated our Sales Database, by identifying and pursuing relevant opportunities in your area and by building and strengthening customer's relationship.

As Sales Coordinator, your work will focus on these responsibilities:

- Verify service offers for a strategic customer related to his requests and needs.
- Develop and maintain "close to customer" relationships and maintain and develop customer satisfaction.
- Ensure that customer inquiries, orders and complaints are responded to in a prompt and satisfactory manner.
- Work in teams and ensure the securing of business.
- Discuss technical specifications and commercial contracts and solutions based on Customer needs within Marine Power.
- Maintain customers' database and CRM tool, issue-meeting reports within agreed timescales.
- Track record of growing sales, selling services and tailored solutions.
- Meet specifically agreed performance targets.
- Collect and communicate market intelligence and competitor information.
- Identify and communicate customer values related to services and products marketed and sold by Wärtsilä.

To be successful in this role, we expect you to have:

Have:

- Degree in the Business field (Development/Marketing/ sales etc) or related field equivalent skills acquired through experience.
- Proactive attitude and being ready to get things done.
- Conceptual sales skills, influencing power.
- Multicultural sensitivity, ability to build relations and become a part of a multi-cultural team.
- Sales and marketing experience in Marine business is a plus.

Be:

- Highly motivated.
- Open and willing to learn and develop in an international environment.
- Be a team player, communicating and collaborating smoothly in English with a variety of both technical and business stakeholders.
- Multicultural sensitive, able to build relations and become a part of a multi-cultural team.
- Welcoming challenges and able to work under stress in a complex business environment.
- Mother tongue/ Fluent in French
- Fluent in English.
- Able to Secure and develop Order Intake.
- Able to increase Market share.

- Able to increase customer satisfaction.

Additionally, as an ideal candidate you:

- drive Wärtsilä Purpose and demonstrate Wärtsilä values
- thrive on customer relationship management
- understand the value of collaboration and benefits it brings
- have high integrity, listen with good intention and appreciate feedback
- enjoy creating clear business value with a goal-oriented mind-set
- drive results with excellent planning and remove obstacles for success
- feel accountable for business impact and act to adjust when performance is not as expected

In this role, travelling is required for training/induction reasons and to meet with our customer and stakeholders around the world.

Why you and us

We at Wärtsilä believe in empowerment, ownership and taking responsibility of our work. We support each other's growth and co-creation is the true basis of our innovation. We have courage to see opportunities and take initiative. We are authentic and honest, and we strongly believe in a diverse and inclusive work community where everyone can be their true self. We don't always get it right the first time, and if mistakes are made, we make sure to learn and grow from them. We want everyone to voice their opinions freely. That is why we have built an environment that empowers you and everyone around you, and where you can feel safe and cared for. Are you eager to be part of this ambition?

Contact & next steps

Please apply by **May 04th 2023**. Our recruiting tool recognizes the time zone where the job ad has been published and closes the application period according to same time zone.

Last application date: 03/05/2023

At Wärtsilä we value, respect and embrace all our differences, and are committed to diversity, inclusion and equal employment opportunities; everyone can be their true self and succeed based on their job-relevant merits and abilities. **This is Wärtsilä**

Wärtsilä is a global leader in innovative technologies and lifecycle solutions for the marine and energy markets. We emphasise innovation in sustainable technology and services to help our customers continuously improve their environmental and economic performance. Our dedicated and passionate team of 17,000 professionals in more than 200 locations in 68 countries shape the decarbonisation transformation of our industries across the globe. In 2021, Wärtsilä's net sales totalled EUR 4.8 billion. Wärtsilä is listed on Nasdaq Helsinki. Find out more at www.wartsila.com.