**Date: March 2022**

**Company background**

**ArcelorMittal**

ArcelorMittal Energy Projects (AMP) is part of the world’s number one integrated steel & mining company ArcelorMittal. As the only truly global steelmaker with employees in more than 60 countries and industrial presence in 20 countries, ArcelorMittal enjoys a leadership position in technically advanced products and benefits from a high level of vertical integration – from iron ore mining at one end of the value chain to downstream processing and distribution at the other. All guided by a philosophy to produce safe, sustainable steel for the future. Key financials show revenues of USD 110 billion with a crude steel production of approximately 95 million tons, representing 10% of world steel output.

**ArcelorMittal Energy Projects**

Through a worldwide presence our global business line Energy Projects, with offices in various countries and 85 FTE’s, offer our key-accounts (major energy companies in oil & gas and renewables, engineering firms and fabricators) a complete and customized steel solution. We provide a “one-stop-shop” steel solution with a complete package delivery of structural steel and added value services to construction projects in the (renewable) energy sector. Long term relationships are a driving force of our business; we are dedicated to our customers and their challenging projects.

With steel supplies from our own ArcelorMittal steel mills, completed with sourcing from third party mills, we are able to complete our package supply with an extensive product range. Our strategic stock locations enable us to shorten delivery times and supply critical shortages.

Post-order, we support our customers with specialized project management. Depending on the client and project needs, there is an adequate range of on-demand services such as: processing, testing, logistics expediting, storage/handling, warehouse management, document control and quality inspection services.

**ArcelorMittal Energy Projects Europe**

ArcelorMittal Energy Projects Europe serves the European energy projects market and also covers the Caspian Area and Maghreb. Market segments served are Offshore Wind, Offshore Oil & Gas and downstream Oil & Gas. The Europe office also serves as a support office towards our other international offices in Singapore, South Korea, Dubai, Houston and Nigeria.

The European office is located in Heijningen, in the Southwest of the Netherlands. Our warehouse is located in Rotterdam. The team currently consists of approx. 19 FTE spread among offices in Heijningen, Rotterdam, Luxembourg, Paris and Birmingham.

**Position Description**

**Title:**

Account Manager (Sales to Offshore Wind / Oil & Gas)

**Reporting:**

This role reports to the Sales Manager

**Department:**

Commercial Department

**Location and Hosting:**

At Heijningen (nearby Rotterdam and Bergen op Zoom), Head Office of ArcelorMittal Energy Projects Europe. Remote working can be discussed.

**Responsibilities**

**What you will do:**

* Sales and business development primarily with customers in the Netherlands, Belgium, Germany and Poland
* Develop and maintain (long-term) relations with key-clients. These will mainly be EPCI’s, EPC’s and steel fabricators.
* Overall responsible and accountable for sales results within your assigned market area/customer base.

**How you will do it:**

* Establish relations with existing and prospective clients, and to expand customer base and market reach by frequent customer visits (approx. 25% of your time is spent visiting customers)
* Prepare and submit project- and customer pre-qualifications.
* Plan and execute all necessary work to ensure all tenders and quotations are submitted on-time and that tender prices, technical and commercial risks are correctly identified and priced into complete offers.
* Manage (complex) offers and tender negotiations and effectively conclude sales and purchasing contracts.
* Ensure sales and procurement contracts are adequately documented and contractual terms and obligations are understood by all parties.
* Be informed and updated on international market, project and price developments.

**Internal Cooperation**

* Contribute to the team to build a constructive work climate. Work in close cooperation with other (sales) account managers, international sales teams and offices.
* Maintain relations with the Operations department (project management and warehouse), Procurement and Finance & Control.
* Where needed to initiate internal discussions on project execution, logistics and finance
* Organize and participate in project kick off meetings.
* Work in compliance with company policy, authorisations, quality management system & HSE procedures & guidelines.

**Why you are qualified:**

Because you are ready for a 2nd or 3rd step in your career.

Also, you have:

* A Bachelor’s degree, in Business, Economics or Engineering
* Previous sales experience (min 3 years)
* Prior experience and/or an interest in structural steel and steel related products/services
* Previous experience in project supply to energy related construction projects in offshore wind and offshore oil & gas will be beneficial
* Strong commercial awareness and entrepreneurship
* Enthusiastic, flexible and open-minded team-player
* Good command of Dutch and English language, German or Polish will be beneficial.
* Good knowledge of MS Office.

**What we offer:**

* A role in our tight team with a “direct” mentality, operating in a dynamic market where a hands-on and result driven mentality is key for success.
* Salary range EUR 3500 – 4200 /month, based on qualifications and experience.