

To strengthen our teams, we are looking for:

Business Manager (m/f)

Working within the company in collaboration with the various departments, you will be responsible for your customer portfolio and for maintaining it. You will manage and ensure the smooth running of your locksmithing projects, from quotation to final invoice.

Your missions:

- Research for new projects in line with the company's commercial strategy:
 - Prospecting for new customers (developers, architects, professionals, private individuals) and/or new projects.
 - Responding to calls for tenders relating to the locksmithing/metalwork package
 - Advice and presentation of our company's technically appropriate products
- Managing and monitoring the quotation project in collaboration with the calculation department:
 - Finding technical solutions
 - Managing and negotiating prices
 - Follow up the customer's offer to obtain orders
- Designing and putting the project into production:
 - Organising and planning coordination meetings
 - Drawing up technical studies and plans
 - Take measurements / Negotiate purchase prices
 - Prepare production sheets
- Managing worksites in collaboration with the site coordinator:
 - Manage the planning of assembly teams on site
 - Pre-acceptance during the worksite phase / Acceptance at the end of the worksite
 - Managing and handling complaints
- Monitor progress of the project with the administrative and accounting department:
 - Manage project budgets
 - Rigorously monitor and supervise the correct invoicing of projects
- Meetings with management:
 - You take part in meetings to monitor your activities
 - Participate in the recruitment of members of your department
 - Report on the progress of projects

Your Profile:

- Experience master's degree in locksmithing and metalwork, with 10 years' experience
- Asset: 2 years' higher education in commerce and 5 years' experience in selling locksmithing and external closure products.
- Proficiency in computer-aided industrial design (AUTOCAD software, INVENTOR 3D option, SOLIDWORKS, etc.)

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- Mastery of steel and stainless-steel frame techniques (JANSEN and FORSTER type)
- Knowledge of the HEROAL, WICONA, SAPA, REYNAERS and SCHUCO aluminium ranges (all types of made-to-measure work)
- Knowledge of the various standards relating to building closures
- Expertise in LOGIKAL (generic), SCHUCAL (SCHUCO) and REYNAPRO (REYNAERS) software.
- Proficiency in the various techniques of aluminium locksmith, locksmithing and sheet metal work
- Very good knowledge of exterior locksmith products (technical expertise): garage doors, entrance doors, interior doors, windows, shutters, blinds, awnings, etc.
- Very good knowledge of sales techniques
- Very good knowledge of Outlook, Word, Excel and Adobe software
- Good knowledge of social legislation and commercial law
- Team management and team leader
- Autonomous, methodical and organised
- Sociable and team player
- Fluency in French. German, Luxembourgish and English are assets
- Driving licence required

We offer:

- ◆ A full-time permanent contract (40 hours/week)
- ◆ Training in our methods and organisation
- ◆ A fixed salary
- ◆ Attractive working conditions
- ◆ A varied job in a young, dynamic team

If this sounds like you, please send your application with CV and covering letter to jobs@koch.lu.