



Naval trades

Internship

Sales Assistant M/F

Calais (62) FRANCE

Internship



SOCARENAM, a leading shipbuilding and repair yard in France, provides complete project management for all types of civil and military vessels up to 100 meters in length. 250 employees actively participate in the company's growth and guarantee the reactivity and flexibility necessary to carry out large-scale programs.



MISSIONS

SOCARENAM Calais is recruiting an **Apprentice Sales Assistant M/F**. In collaboration with the sales manager, you will be required to travel frequently.

- Prospecting
 - Develop the turnover with the customers in accounts
 - Search for new customers
 - Respond to calls for tenders (excluding government contracts)
- Follow-up of orders
 - Trigger invoicing
 - Follow the evolution of the orders and negotiate the complements
 - Ensure that payment deadlines are met
- Business follow-up
 - Participate in progress meetings
 - Keep informed and warn management in case of deviation in terms of time / quality
- To imagine competitive achievements
 - Find markets in line with the commercial strategy
 - Monitor the ratio of business obtained to the number of estimates made
 - Analyze the lost business
 - Follow the results of the obtained business and understand the possible gaps
 - Give all the objectives of the order obtained to the preparation department
 - Propose solutions to be better than the competition

PROFILE

- You are preparing a degree in mechanical engineering
- You have knowledge in mechanics
- You are enterprising, proactive, demanding and autonomous in your research activities
- You have a good sense of contact and enjoy customer relations
- You wish to acquire knowledge quickly
- You are fluent in English

Please send your application to : recrutement@socarenam.com (ref: 2021_0007)