

• CODIPRO IS HIRING •

Technical Developer (M/F)

CODIPRO
Northern Luxembourg

Tel: +352 26 81 54 286
Email: hr@codipro.net



CODIPRO is a dynamic and growing company, specialized in the lifting sector. We value innovation, team spirit and professional development. Join us to be part of a passionate team and contribute to our continued success.

Under the responsibility of the Sales Manager, you will be in charge of developing the technical development of CODIPRO solutions for key accounts and market players.

Main responsibilities:

1. Technical Development & Market Presence

- Build and maintain relationships with key accounts, design offices, contractors, and subcontractors as identified by management.
- Identify technical and economic decision-makers, understand their challenges, and meet with them regularly.
- Promote CODIPRO solutions early in projects to ensure their long-term inclusion in specifications and technical standards.
- Plan and organize customer visits and prescriber actions in your territory efficiently.
- Position CODIPRO as a **technical reference** for key market players.

2. Technical expertise, consulting & training

- Analyze customers' technical needs and recommend the most suitable CODIPRO solutions.
- Provide high-value technical advice focusing on safety, performance, and compliance with standards.
- Conduct technical and product training for customers, specifiers, and partners.
- Monitor projects and customer developments regularly to foster long-term partnerships.

3. Contribution to business development (in coordination)

- Contribute to the commercial conversion of the prescribed projects, in coordination with the sales team and the distribution network manager in the area
- Participate in the drafting and follow-up of offers related to prescribed projects, in support of sales
- Support commercial actions aimed at optimizing turnover and profitability on strategic accounts
- Participate in trade shows and industry events, related to the business strategy

4. Innovation, Product Development & Market Intelligence

- Work closely with the internal design office to develop specific or customized solutions.

We offer

- An international and dynamic working environment.
- Opportunities for professional growth and career development.
- A competitive salary package, including a performance-based bonus.
- Modern work tools and access to continuous training.

Type of contract

Permanent contract
Full-time

- Provide management with market insights, customer feedback, and emerging trends to guide the creation of new products or the evolution of existing ranges.
- Conduct active competitor monitoring and alert management to new products, solutions, or best practices in the market.

Qualifications

- Technical or engineering education (Bac+3 to Bac+5)
- Minimum of 3 to 5 years' experience in a role as a technical developer, sales engineer or equivalent position in a B2B industrial environment
- Strong technical credibility with the ability to provide tailored solutions for complex requirements.
- Experience in technical prescription and integration of solutions into specifications.
- Excellent interpersonal skills with design offices, key accounts, and technical decision-makers.
- Ability to collaborate closely with sales teams and the distribution network.
- Strong analytical, organizational, and problem-solving skills; able to work autonomously.
- Fluency in French and English is required; knowledge of additional languages (Spanish, German, Portuguese, etc.) is an asset.
- Willingness and ability to travel regularly