

Welcome to an exciting future!



RÖHM is a global specialist for work piece and tool clamping and supplier of exceptional off-the-peg and customized clamping devices. For over 100 years now the RÖHM brand has stood for the highest quality and innovation. The company employs over 1 300 workers at various sites around the world.

Our newly founded **sales office in Moscow** is looking for a **Head of Sales** for **clamping and gripping technology products**, available to start as soon as possible. We need to chart a course for the future, and this is where you come in. You will be the first point of contact and interface between customers, field sales staff and company headquarters. A challenging task requiring a “hands-on” personality awaits you.

HEAD OF SALES (M/F)

Business Development in Russia

Duties:

- ⑤ Central point of contact for technical field sales staff and customers in the sales area
- ⑤ Strategic expansion of the newly founded organization
- ⑤ Focusing of sales in line with the market
- ⑤ Exploitation of long-term sales potential
- ⑤ Development of roadmaps and recommendations for action
- ⑤ Management of field sales staff
- ⑤ Development of the existing customer base
- ⑤ Brand ambassador for the Russian market
- ⑤ On-site technical advising of our customers
- ⑤ Interface to company headquarters to ensure that goals are achieved

Requirements:

- ⑤ Engineer specializing in mechanical engineering/ production technology or comparable qualification
- ⑤ Experience in B2B sales
- ⑤ Entrepreneurial mind-set with strategic know-how
- ⑤ Knowledge of the clamping and gripping industries
- ⑤ Ability to speak and write Russian; fluent business English
- ⑤ Proactive style of working
- ⑤ High level of willingness to travel
- ⑤ Ability to achieve ambitious goals

Have we awakened your interest in this challenging, wide-ranging position?

Then send your comprehensive application to the address below or by email by **15 February 2019** at the latest.

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RÖHM
driven by technology



More information
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www.roehm.biz