

For more than 40 years on the market and more than 1,000 cranes in operation worldwide, we are developing our mission for the Aluminium Industry and NPP plants: To be a global supplier of handling systems, process equipment and solutions and to integrate the client's process objectives in the design of the products through a continuous flow of mutual exchange.

As part of the French Reel Group, who follows the quality rules and culture developed along the years to meet the high quality requirements of our clients, we search for employees who share our passion for special solutions and continuous improvement.

As the **Head of Sales Product Unit Aluminium** you will develop existing, identify and build new client relationships as well as ensure, secure and execute business opportunities.

Your key duties will include:

- Developing present and new client accounts and long term relationships; Supporting the Director Product Unit Aluminium with identifying, developing and bidding on new business opportunities within existing clients
- Develop and deliver strategies that produce sales growth in the Aluminium Product Unit
- Lead the sales manager team of 5-6 Persons and instil a culture of proactive customer contact, relationship management and operational support.
- Work with the product line managers / the product development teams to ensure that product requirements are quickly communicated and that these are developed against quantified opportunities

Secondary duties are:

- Leading the development and delivery of presentations and pitches to win new business;
- Representing the company at social and networking events;
- Ensure that all sales resources are correctly aligned to driving strategic growth
- Develop a performance driven culture with an emphasis on shareholder-value, integrity, teamwork and enterprise.

The Candidate:

To be considered for this position you must have extensive experience in developing business within the mechanical industry. You will also need to demonstrate an exceptional understanding of project and programme management and high flexibility in terms of worldwide travelling.

Competencies / skills and experience:

- Graduate calibre with a demonstrable record of profitable international sales growth of industrial equipments products;
- First class communication (fluent English) and relationship management skills;
- Co-ordinate commercial activity with international colleagues;
- Provide accurate forecasting to senior management;
- excellent skills in negotiation and conclusion of contracts;
- Experience in managing, developing and building a successful sales team;
- Proven experience in selling small volumes of large sized deals to worldwide market;
- Proven ability to deliver against targets;

Are you interested? Please contact

NKM Noell Special Cranes GmbH, Rudolf-Diesel-Strasse 1, 97209 Veitshöchheim
lisa.buschmann@nkmnoell.com, Tel.: +49 (0)931 404 73-11 51,
www.nkmnoellspecialcranes.com