

## Job Description – International Sales Manager based in Germany



### Introduction

SchuF is a world leading provider of valves and valve solutions to the Chemical, Refining, Pharmaceutical, Plastics and Polymers, Mining, Aluminium, and Power industries. Headquartered in Eppstein/Frankfurt, Germany, the SchuF Group has design and manufacturing subsidiaries in Brasil, Germany, India, Ireland and the United States. It's network of sales offices and agents can be found in most major cities across the globe.

A key element of SchuF's Global success has been our ability to attract the best sales professional and engineers in industry for our Design, Project and Sales groups. Employees at SchuF work in a challenging, stable, and multi-cultural environment.

### Role Description

The role of International Sales Manager is a critical role for the growth of SchuF . SchuF has already established a leading market position in our target markets in Asia, North America, and Europe. There is however considerable potential to grow our current market share worldwide with both new and existing customer accounts. This growth will come both from geographical expansion and from developing our existing sales networks in existing markets.

You will be responsible for maximising our sales revenue through a network of international sales agents as well as developing direct customer accounts with existing and new customers. The position will involve a high degree of international travel. The role is suited to a confident, and organised, engineering sales professional, ideally who has worked in a similar role in a valve or engineering company for more than 5 years.

### Key Activities

- Support global agents with technical, project and marketing information
- Devise sales campaigns targeted at specific vertical and product markets
- Develop key relationships with international customers
- Build a solid direct sales pipeline and develop opportunities
- Achieve pre-defined sales targets
- Developed sales contacts in defined vertical markets
- Contribute to the development of the company by inputting your technical, market, or customer know-how in management meetings
- Work closely with the Project, Design, Marketing and Production teams to ensure customer requirements are met on a timely basis
- Coordinate all international sales efforts with our subsidiaries and agents

### **Position requirements**

- Technical qualification in Mechanical Engineering and detailed sales experience in the valve or engineering industries
- Experience of selling into the Chemical, Pharmaceutical, Power, Polymer, Mining or refining industries
- Experience of developing and managing an international agent network is important
- International sales experience is a plus
- English language skills are essential
- Work experience in a valve or similar company is beneficial but not essential
- Computer literate

### **Personal Characteristics**

- Self starter with charm and good communication skills
- Person who works well in a team and enjoys a collegial atmosphere
- Creative and not afraid to share your ideas
- Detail oriented
- Ambitious

If you feel that you match or meet a number of the above listed requirements, and would like a secure and rewarding career with a dynamic and growing company please forward you career details to us by e-mail to:

**Frau Kristinus,**  
Head of Finance and Personnel

**careers@schuf.de**

We look forward to hearing from you. Thank you!