

## Sales/Country Manager Russia/CIS

Our client, headquartered in China, is one of the largest special steel manufacturers worldwide. Their product portfolio includes steel bars, tubular steel, sheets and wires. In order to ensure further growth in the Russian and CIS market and being the first representative, we are seeking an experienced Sales Manager for our client.

**Job location:** Moscow or St. Petersburg

### Responsibilities:

- Build up business with customers in Russia and CIS and being the representative in this region
- Acquisition of new customers and making quotations to customers according to the agreement with German and Chinese office
- Active consultancy of existing customer contacts
- Consequent market/competition watching and analysis
- Development and realization of sales/marketing plans and activities
- Making presentations, preparing and participating in exhibitions

### Requirements:

- More than 10 years sales experience in the steel industry.
- Bachelor's degree with metallurgical or material science background
- Very good communication and negotiation skills
- Fluent English and Russian
- Home Office

If you believe you meet the criteria to apply for this role and want to be a part of a growing international company, please send us your detailed CV to [application@remel-es.de](mailto:application@remel-es.de).

If you have any questions, please do not hesitate to contact us under +49 160 68 46 712. Roman Remel will be glad to answer your questions. For further information please visit us at [www.remel-es.com](http://www.remel-es.com).