



PERSONAL PROFILE:

Reporting to: **Commercial Director**

Main responsibilities:

- Responsible for Key Accounts for Industrial bearings (such as bearings used for turbines, gearboxes, turbo-compressors, fans, vertical elevators, casting machines, stone crushers, mining, oil and gas, railways, wind power etc):
- Make significant contribution to Industrial sales strategy and developing new business opportunities for Industrial bearings, finding new sales channels and/or customers who might benefit by our company's products and maximizing customer potential in designated regions;
- Negotiation of sales/purchasing conditions;
- Respond to inquiries and prepare quotations together with the other responsible roles in the organization;
- Collection of forecasts, firm orders, etc. from customers;
- Project management in starting of new business;
- Ensure effective management of current accounts, through effective coordination with other companies members of URB Group as well as with the Customer Support Department.
- Manage the resolution of any customer concerns/complaints, including delivery and quality issues, ensuring the interface with the related responsible departments.
- Regular international business trips and customer visits.
- Generate sales forecasts and budgets.
- Meeting regular sales targets and coordinating sales projects.
- Participation in establishing of a documented quotation database.
- Developing strong relationships/tie-up's with end users, distributors and technical consultants (R&D, Engineering and solution integrators in URB). Analyse customer requirements, discuss them with technical consultants and present an appropriate solution fit:
- Business development - from cold calling and arranging appointment to converting customers. Will manage and coordinate the sales process for the allocated accounts by constant communication with the customers and production units.
- Collect necessary feedback from the market/customers and communicate effectively to URB related departments
- Plan, budget and execute the necessary marketing activity within the territory.
- Collect and report information about the market and/or competitors intensively. Prepare reports for head office and keeping customer records;

Location/travelling options :

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Quality management system
 certified by LRQA
 according to ISO/TS 22163:2017
 Certificate no: BUC6018759





The Wise Choice for **Ultra Reliable Bearings**

- Visit current / potential / ex- customers and/or attend the trade shows, exhibitions, fairs, etc., assessing new business opportunities.

Required qualification:

- To be considered for this role, it is an advantage to be a Graduate or Post Graduate in Mechanical engineering. It may be also considered a graduation or post graduation in Mechatronics or at least Industrial engineering.

Required technical abilities :

- Proficiency in Microsoft Office main applications: Word, Excel, Power Point, and Outlook.

Other abilities :

- Language: **proficiency in English**– written and spoken.
- Driving licence.
- Having viable contacts in the relevant industry market/producers is considered a valuable asset.
- Knowledge in international trade rules and awareness of the commercial details.

Experience:

Previous bearings industry experience is necessary.

It is preferable to have experience in working on customer requirements and deadlines, in a professional manner.



Candidate's required qualities :

- Customer oriented, preferably with experience in a sales B2B environment, ideally acquired within the Industrial machining sectors, coupled with the ability to source business opportunities and offer complete solutions to increase sales.
 - Strong sales skills with the ability to lead in-depth technical discussions, articulating the business value of a technology solution. High level of market awareness & analytical ability is desired.
 - Deep technical skills with the ability to translate the feature and function set into customer solutions and win against the competition.
 - Ability to work proactively within assigned territory to identify and drive opportunities towards commercial relations, with an understanding of cost of sale.
 - Ability to build strong relationships with URB technical consultants as well as end users. Leveraging internal and partners (vendors – distributors) resources where and when needed to do what's right for the customer.
 - Persuading customers that an URB product or service best satisfies their needs in terms of quality, price and delivery;
 - Ability to negotiate offer and contract terms and conditions to meet both client and company needs;
 - Good account management / mapping skills.
 - Experience in organization, prioritization and time management.
 - Must be comfortable while working independently, on challenging timescales.
 - Strong communication and negotiation skills, including influence and persuasion,
 - Tenacity, resilience, integrity and trust, innovation and leadership.
 - An excellent customer service attitude and the ability to interact with customers in a professional manner are required.
 - To be successful in this role, the candidate must have a consultative personality, be commercially aware and knowledgeable of the industry and have the ability to thrive in a high-paced environment.
 - Disciplined, requiring minimal supervision. Self-starter and team-player with good organisational skills.
- Results driven, maximising the sales effort.
- The ideal candidate is good natured, resourceful and hardworking. An intense focus and entrepreneurial drive are expected, paired with an easy going get-it-done attitude.
- **Full availability and willing to travel.**