



## ARE YOU READY TO JOIN US **AREA SALES MANAGER**

WE ARE LOOKING FOR AN ENTHUSIASTIC AND SELF-DRIVEN SALES PROFESSIONAL

### COMPANY

Rubitech Alucast (1983) in Steenwijk is part of the Rubitech Group. Rubitech Alucast is an independent innovative Dutch company specialized in the high pressure aluminum die casting industry. We are a leading technical expert in terms of die casting techniques and mould technology. Rubitech Group has over 50 employees worldwide of which 50% are working from our main office in Steenwijk. Our sales team consists of highly educated sales engineers, materials planners, sales support, account managers and area sales managers.

Currently we are looking for an enthusiastic and self-driven professional to strengthen our sales team. The international character of the job requires commercial drive, technical interest and intercultural sensitivity.

### YOUR ROLE

- As a sales manager you will become responsible for generating new business in your area of the West European market, creating your own pipeline and close strategic deals, and will be responsible for gross margin contribution
- You operate in a business-to-business market. The target markets in which you operate are for example producers of heating boilers, actuators and industrial and domestic appliances that ask for customer specific solutions
- You like to build long-term relationships with customers and advice them about the development of technically sophisticated applications of aluminium die casting products
- You are pro-active on technical, quality and logistical issues, where possible anticipate problems that may occur and take early actions
- To do so, you work in a customer team from Steenwijk and maintain close contact with our production business units in Malaysia and Romania.

### YOUR PROFILE

- MSc/ BSc /B Engineering degree
- Strong personality with strong commercial drive, excellent communicator
- Technical insight to judge feasibility of product designs
- Know how to deal with complex DMU's, professional buyers and long sales cycles
- Financial/commercial insight to make global cost estimates and cost-benefit analyses
- Good level of the English language, in both writing and verbal
- Good level of an additional foreign language, preferably French or German
- Willing to travel to customer and production sites in Europe and Asia

### ARE YOU THE TECHNICAL COMMERCIAL TALENT WE ARE LOOKING FOR?

Please e-mail your application letter and CV to [recruitment@rubitech.com](mailto:recruitment@rubitech.com). For further information about the function please call Camiel Brands (General Manager Rubitech Alucast B.V) tel. (0521) 536067. For information about the procedure please call Agatha Kingma (Human Resources) tel. (0521) 536056. An assessment will be part of the selection procedure.

We will contact all good candidates within 2 weeks for an exploratory job interview.