

RECRUITMENT OPPORTUNITY

Sales Engineer

TIMKEN

Timken is one of the World's leading producers of highly engineered antifriction bearings and related products and services and alloy steel and components. We help create, transfer and control power, putting our friction management and power transmission technologies to work across a broad industry spectrum. Timken has operations in 35 countries on six continents, and our team of 18,000 employees is dedicated to improving our customers' performance.

www.timken.com

Located in Romania and reporting to Sales Manager Romania & Bulgaria & Moldavia, the job holder will be responsible for:

- ✓ Achieve Business Plan objectives for the defined distribution partners and OEMs;
- ✓ Maintain relationships across all levels/functions of customers personnel from senior management down to field force, and from sales and marketing, to purchasing, HR, finance and logistics within distribution and OEM sectors. These relationships are critical in defending existing business, ensuring a smooth well run business and gaining access to competitor business;
- ✓ Manage Preferred Distributors, assigned Key/Target end customers and key OEMs, including: setting and playing key role in execution of growth strategy in conjunction with sales leadership , develop and drive annual joint manufacturer/distributor business plans, co-ordination and leadership of multi-national group activities, ensuring consistency and clarity of direction, committing to specific action plans;
- ✓ Gathering customers' requirements and providing immediate technical advisory in respect to the product features and customer benefits in terms of quality, delivery and price;
- ✓ Developing strong communication and planning linkages with the appropriate global sales force, other industry segments and production plants, in order to ensure accomplishment of business plans and customer sales objectives;
- ✓ Participation in special projects / programs as assigned reporting on activities to Regional Sales Manager.

Candidates for this position should meet the following criteria:

- ✓ Minimum bachelor degree in Mechanical Engineering or related, master degree is preferred;
- ✓ Minimum 2 years of experience in sales of industrial products supported with extensive technical knowledge;
- ✓ Excellent knowledge of market possibilities with good network within the industries;
- ✓ Fluency in English and PC skills are prerequisites;
- ✓ Strategic and positive mind set, pro-active in pursuing goals;
- ✓ Passionate about innovative technical solutions;
- ✓ Excellent presentation, negotiation and interpersonal skills;
- ✓ Preparedness for frequent travelling, driving license;
- ✓ Willingness to attend 6 months introduction training abroad.



E-mail: simona.popescu@timken.com

Only suitable candidates will be contacted.
Applications will be treated strictly confidential.

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