

## *The perfect match*



JR Cape is a modern international management consulting firm with offices in Europe and Asia.

Our main focus is the executive search field, with our consultants having specific expertise in cross-border recruitment assignments.

Our mission is to provide exceptional professional services to every single client and bring „*The perfect match*“ to their organizations.

JR Cape makes a difference.

For our client – a European technology company, designing, manufacturing and marketing leading flow measurement instruments and process control systems for critical industrial applications in oil, gas, marine, (petro-)chemical and power industries – we are currently looking for the future

## **Regional Sales Manager / Flow Control Systems**

Location is Singapore (West) where the company has established an office with steering functions for the APAC region (exclgd. China).

This newly-created position shall be the key factor to secure and further develop the strong market position of the company in the region.

The incumbent directly reports to the expatriate Managing Director in Singapore with whom he/she will closely relate. Based on dedicated market and competitor research and the marketing plan, the *Regional Sales Manager* will initiate and coordinate sales and business development activities in designated markets, within the sales network. The scope of tasks includes technical advice, distributor management, product presentation and solution finding with the goal of prospect customer acquisition. Quotation management, negotiation with the customer and order process management are other essential parts of the role. Troubleshooting and end-user training are required necessities by the company and need to be taken care of from time to time, in order to secure long-lasting customer relations and repeat business.

You have a **university degree in electrical, mechanical or process engineering** and have ideally gained a **minimum 5 years** of relevant work **experience in engineering and technical sales** capacities in the area of **instrumentation, pumps, valves or other products related to gas and fluid hydraulics**.

Our client looks for an **intelligent and friendly personality, a determined sales professional with strong engineering background, communication skills, someone who takes initiative and „goes the extra mile“ for the team**.

**Customer focus, competence, professionalism and creativity** are some of the attributes highly valued by our client. Technical and market **know-how**, and a **hands-on attitude** are assets to succeed as *Regional Sales Manager* and contribute to the company's positive future development in the region.

If you are a „self-starter“ and – meeting the stated requirements – feel that this exciting career opportunity is the right step for you, please send your application to **singapore@jr-cape.com** .

We guarantee fullest confidentiality and equal opportunities in the application and recruitment process. However, only closely matching candidates will be contacted and considered for the pre-selection process.

For further information on JR Cape please visit our website at <http://www.jr-cape.com> .