

We are an international trading and consulting company for industrial raw materials and machines. Our main business areas are the Friction Materials, the Chemical, the Rubber, the Ceramic and the Technical Textiles Industries. Our aim is to anticipate our customers' needs, and to exceed their expectations.

We are looking for a

## **Sales Manager / Sales Engineer (m/w/d)**

with a good technical/chemistry knowledge for our head quarters in Hamburg. You should either be trained as an export sales manager, hold a bachelor or master degree in chemistry, business administration or engineering, or have a similar education and experience.

Excellent German and English language skills are mandatory; additional languages – especially French or another world language - are a plus!

Excellent computer skills are self-understood.

### Responsibilities:

- Selling our products incl. submitting quotations, answering inquiries, etc.
- Intensive work with the products offered by us, including the development of new variants with suppliers and customers as well as creating specifications, etc.
- Cultivation and extension of the customer base with technical and commercial advice, including visits to customers and presence at our exhibition booths
- Preparation and follow-up of exhibitions
- Inspection of goods
- Adding new products and suppliers to our portfolio

About 4-6 weeks annually will be spent travelling, including time at exhibitions. This also could include weekends in part or full, for instance on longer trips.

All routine clerical work, including order processing and invoicing, will be handled by clerical staff in our Hamburg office in accordance with the instructions of you as sales manager. Occasionally the sales manager is expected to stand in for staff.

You will work as a part of a young, dynamic and cheerful team in an office, located near Lattenkamp subway (underground) station. We will gladly assist you in relocating to Hamburg, if required.

Please send your English written application with CV and photo including your salary expectation by email to [career@alroko.de](mailto:career@alroko.de) or by regular mail to

Mrs. Julia Willer, - personally – Alroko GmbH & Co KG, Borsteler Chaussee 55, D-22453 Hamburg.