

Area Director-Aisa

Company

Our client is a global supplier of refractory monolithics to the steel industry. In order to further strengthen their development in Asia, they are looking for an Area Director Asia – Refractory applications, based in Dalian (China) or in home-office.

Responsibilities

Reporting to the Global Sales Director, you will have to further develop our business activity in the refractory field. Your main missions will be:

- To develop and expand the business in Asia for refractory mixes
- To develop and monitor the B2B client portfolio by sourcing and pursuing contacts, prospects and partners
- To promote the materials and solutions
- To provide advice to customers in optimizing their use of refractory
- To participate in the development of new products and solutions.
- To draft and negotiate commercial contracts in order to optimize the results (margins, volume and market share)
- To ensure the correct processing of client orders, logistics and payments
- To manage and lead the sales team
- To supervise the roving technicians that provide products and solutions to clients

Requirements

- Bachelor degree or above
- Solid technical sales experience in the refractory field, completed with a management position.
- The knowledge of BOF and EAF steelmaking is an advantage.
- An excellent negotiator, result oriented with strong leadership skills.
- Reactiveness, rigor and excellent listening capabilities.
- Perfect command of English and ideally Chinese or any other local languages. A third language will be a plus (French, Spanish ...)
- Willing to travel frequently

Please send your resume to:
zhao.lys@ccifc.org