

**ShibataFenderTeam** is the leading global fender manufacturer, headquartered in Germany, with regional offices in the US, Malaysia, Spain and The Netherlands, and a production facility in Germany. We are a specialist for customized fender solutions protecting vessels, port infrastructure and people. A strong focus lies on in-house engineering and manufacturing to offer high quality products at competitive prices. With the full range of marine rubber and foam fender products, we are a key player in the industry. After many years of experience we have gained a reputation as a dependable partner in the international maritime world.

In our office in Valencia, Spain, we are looking for a proactive candidate as

# JUNIOR SALES MANAGER

## (start immediately)

### YOUR RESPONSIBILITIES

- ▶ Be responsible for the sales of our technical engineered products requiring detailed consulting
- ▶ Study customer requests and obtain additional information
- ▶ Prepare calculations and quotations for projects
- ▶ Request technical data and drawings
- ▶ Follow up on projects and requests by phone and email
- ▶ Customer support and establishment of long-term customer relations
- ▶ Position also includes business travel (national and international) after successful training

### OUR REQUIREMENTS

- ▶ Successfully completed university degree, preferably in International Trade or Industrial / Civil Engineering
- ▶ Previous professional experience in international sales or export business is advantageous, preferably with a technical background
- ▶ Fluent in English and French, other languages advantageous
- ▶ Good technical understanding
- ▶ Open minded and proactive, team player
- ▶ Customer and service oriented
- ▶ Good communication skills
- ▶ Lateral entrants from other industries are very welcome

### WE OFFER

- ▶ Competitive benefit package plus percentage over targets
- ▶ A strong team atmosphere in an international environment
- ▶ Internal training and education
- ▶ Growth opportunities within the organization
- ▶ Interesting tasks and changing daily routines

## CONTACT.



Eduardo Roderó (Managing Director) is looking forward to receive your application:

[e.rodero@sft.group](mailto:e.rodero@sft.group)

**ShibataFenderTeam Spain SLU**

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