

JOB VACANCIES

Account Manager - Germany



The Airblast Group operates internationally manufacturing and marketing premium quality surface treatment equipment for use in diverse industries such as: shipbuilding and repair, foundry, pipeline, and construction. The full range of Airblast surface treatment equipment is available through our network of international sales offices and approved distributors.

As part of the Airblast Group Airblast-Abrasives fulfils in the requirements for metallic and non-metallic abrasives. Airblast-Abrasives has their own production facility for Steel Shot and Steel Grit which is the 4th largest in the world. Our dedicated team is available to assist our customers in selecting the right abrasives and analyzing the working mix and production process in order to maximize efficiency. For more info see www.airblast-abrasives.com.

Job description:

We are looking for Account Managers with experience in the foundry and/or blasting-coating industry for Germany. As Account Manager, you will be responsible for driving sales and growth within one of Airblast-Abrasives most important and strategic markets. You'll have responsibility for accounts within your country, dealing with the first line of questions, help define the business plan, drive remarkable growth and identifying and developing new prospects.

Who are you / requirements:

- Sales person who can bring new customers to Airblast-Abrasives.
- Experience and good contacts in the foundry and blasting-coating industry.
- Sales, negotiation and contracting experience.
- Strong work ethic, self-directed, driven and resourceful.
- Prepared to travel in your responsible country and occasionally beyond.
- Good language skills both in writing and speaking, preferably also in English.
- Team player

Responsibilities:

- Manage full sales territory.
- New business development.
- Build and maintain strong customer relationships.
- Obtaining profitable sales growth.

If you are willing to take up this challenge, please send your letter of application and CV to info@airblast-abrasives.com.

For questions regarding the job opening, please contact Mr. Arian Smal at +31 72 571 5569 or send an e-mail to info@airblast-abrasives.com.