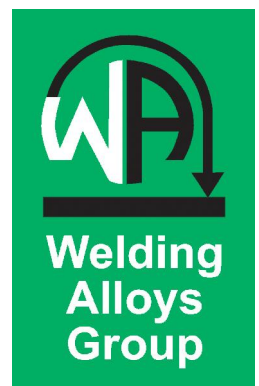


Sales Engineer / Sales Manager



The company and the position

Established in 1966, Welding Alloys has its headquarter near Cambridge (UK). The Welding Alloys Group of companies designs and manufactures a complete range of cored welding wires, automated welding equipment and provides welding solutions worldwide. Our Integra Service Centres for industrial welding applications complements our global reach. ZAO Welding Alloys main office is in Moscow, where our professionals are responsible for the administration and sales of our wire, machines and Integra service. Our Integra Service Centre is in the city of Chelyabinsk.

We have two open positions in our office in Moscow: A Sales Engineer and a Sales Manager. Both are key and challenging roles, and will suit applicants with the relevant experience and background. As a sales manager, you'll be leading and organising a team of sales engineers. According to WA's strategy, you will lead and ensure the promotion and sales of Integra products and services in Russia and other defined countries which comes under ZAO Welding Alloys (direct customers or/and resellers). You must be flexible and willing to accept more job areas as they become available. You will be focusing primarily on the steel and cement industry, but will have the responsibility to widen the customer base by going into other industries as well. As a Sales Engineer, you will closely collaborate on these tasks, reporting to the Sales Manager.

The job holder

The ideal candidates have to have experience as Welding Engineers and/or Sales Experience in the sales of welding products / engineering services. Previous experience in planning, budgeting and logistics will be highly considered. They will be strong team players, with analytical and problem-solving skills, resilience and tenacity.

They will have excellent presentation design and delivery skills, with ability to sell, negotiate and influence. Sound interpersonal skills with outgoing personality, in order to build relationships at all levels of internal and external customers. Therefore, it is essential to have good communication skills, with excellent English and Russian, both spoken and written.

Each position will be discussed with the relevant applicants, according to their expertise and previous experience.

Organisational benefits and facilities

You will be privileged to be a part of a company that is growing, will continue to grow and will become the envy of its sector - through the competence of our people and the truly innovative approach we have to our people, market and products.

Equal opportunities statement

Welding Alloys Group, in accordance with the general intention of its culture, confirms its commitment to a comprehensive policy of Equal Opportunities in employment in which individuals are selected and treated on the basis of their relevant merits and abilities and are given Equal Opportunities within the organisation. The aim of this policy is to ensure that no job applicant or employee should receive less favourable treatment on any grounds not relevant to good employment practice.

It is Welding Alloys' policy as an employer to treat all people equally irrespective of race, ethnic origin, sex, marital or parental status, sexual orientation, creed, disability, age or political belief.

Application procedure

For a full job description, further information or to apply for the position, please send your CV to Group HR (hr@welding-alloys.com).

Reference to our website.

www.welding-alloys.com

Reference number

WAG – 20101115 Sales Engineer / Sales Manager (Russia)