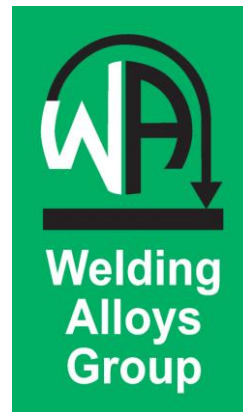


Welding Alloys Morocco

Sales Manager With Own Sales HYff]rcfm

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Sales Engineer With Management Potential



Job description

Department:	Location:
Sales Office Unit (Welding Alloys Maroc)	Office in ElJadida (Morocco)

Reporting to:
Subsidiary Manager

Job Band:
Negotiable according to experience and contribution to the company

Job summary
According to WA's strategy, to ensure the promotion and sales of cored welding wires as well as Integra services and products in the area of responsibility (direct customers or/and resellers).

Areas of responsibility
<ul style="list-style-type: none">• To develop and apply Company strategy.• Initiate and develop a business plan• To promote Sales through planned activities• To define the range of products and services.• To train and coach Sales professionals and Customers.

Key metrics
<ul style="list-style-type: none">• Significant improvement of sales volumes in defined territory with high margins.• Internal and external customer satisfaction.• Annual sales budget.

Key competencies (Knowledge, Skills, Abilities/ Attitude, Job-related Behaviour)
<ul style="list-style-type: none">• Welding Engineer and/or Sales Experience in the sales of welding consumables and/or wear protection solutions• Previous industrial or technical sales experience, inside within the welding industry or in WA focused industries• At least 5 years selling experience with increasing responsibility operating successfully with limited supervision.• General welding and /or wear protection knowledge.• Strong team player.• Analytical and problem-solving skills.• Resilience and tenacity.• Self-starter who has the ability to prioritize, multi-task and deal with pressure.• Time management, organization and customer service skills.• Excellent presentation design and delivery skills.• Ability to sell negotiates, persuade and influence.• Sound interpersonal skills with outgoing personality, in order to build relationships at all levels of internal and external customers.• Good communication skills. Excellent French and English, both spoken and written;• Good IT literacy in Microsoft Office job.

Main job / role (Customer, People, Finance, Process)
<ul style="list-style-type: none">• <u>To Apply and Develop Company strategy</u> For the development strategy of Welding-Alloys, you participate in building the annual Sales and Marketing Plan in your territory.• <u>To Promote Sales</u> In charge of customers as well as attributed resellers training with regular visits. In collaboration with the managing director of Welding Alloys Maroc as well as the Integra Manager, to organise a monthly planning of customer's visits and also follow and report the evolution of WA products and solutions sales. Build up an annual budget per product family within your geographical area. Ensure customer satisfaction. Ensure good sales relationship with other WA subsidiaries. Build up promotional activities in order to optimize sales. Inform customers about new solutions / products and products evolution. Report on visits and inform hierarchy on important information for the development of the WA product range. Participate in budget elaboration of WA Morocco sales.

- To Define a Range of products and services
Participate in the monitoring of competitors of the Sales Unit. Through constant listening to the distribution channels as well as customers you understand the specific requirements of the market and propose product range's improvements. After validation with the Subsidiary Manager you build up the sales activities in your territory.
- To Train Sales professionals and Customers
To deliver a comprehensive and successful training to sales professionals and customers focusing on Welding Alloys cored welding wires, in line with Welding Alloys marketing policy.

Miscellaneous

- Full and clean driving license will be required.
- Willing to travel extensively.