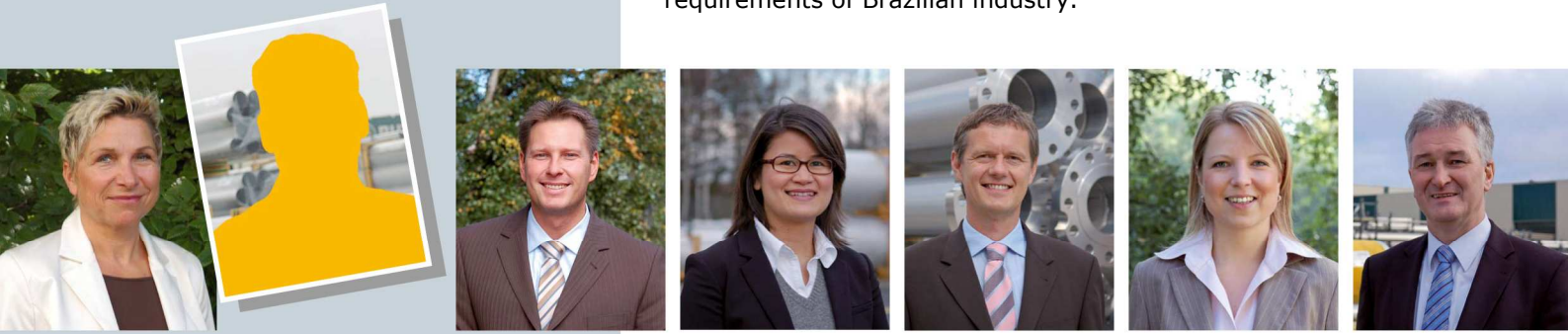


We are looking for

Technical Sales Expert (m/f)

For our sales office in Brazil



BUTTING is one of the leading stainless steel processors in Europe. The focus of our business activity is the production of pipes, pipe equipment, vessels, piping ready to be installed and components made from stainless steels. Around 1,400 employees work for the family company, founded in 1777, on its Knesebeck, Schwedt, Shanghai/China, Calgary/Canada and Brussels/Belgium sites.

On 6 April 2009, BUTTING Brasil Soluções em Tubos Especiais Ltda. was founded. Its objective is to use this sales base to represent BUTTING as an excellent partner with decades of experience and innovative strength in the regional market and to implement demanding projects tailored precisely to fit the requirements of Brazilian industry.

Functions:

Together with an expert on our products and processes, you will drive the development of our sales office in Brazil. This includes the following tasks:

- Sales of our products through market observation, acquisition of new customers, networking and customer retention.
- Consultation and support of customer orders on site, from enquiries to the completion of complex projects. This includes checking enquiries and processing technical specifications, product presentations for customers and negotiating and concluding orders
- Competent customer support as part of management of ongoing projects
- Technical support of our expert and assumption of joint sales tasks
- Regular communication with BUTTING in Knesebeck

Profile:

You take pleasure in establishing a company and offer the following qualities and competencies:

- A degree in engineering or equivalent qualification as an engineer or sales person with a very good technical knowledge
- Several years of working experience in the sale of products requiring technical explanations, ideally stainless steel pipes
- Specialist technical knowledge of stainless steel and the production of welded pipes / welding technology
- Business fluency in Portuguese and English required, knowledge of German is an advantage
- Sales ability, negotiating skills and confident communication with business partners and customers
- Confident manner, obliging nature and a high level of reliability
- Ability to work in a team, grasp of business management and entrepreneurial skill



BUTTING

PROGRESS BY TRADITION

BUTTING Brasil Soluções
em Tubos Especiais Ltda.
Rua 7 do Setembro, 967
Sala 24, Centro
89.010-201 Blumenau, SC, Brasil

www.butting.com.br

Please write your application in English or German and e-mail it to brasil@butting.de

Additional information:

This is a permanent position in Brazil, not an assignment contract. Area of deployment is Rio de Janeiro.

We look forward to your application.