

**WORKING AT BENTELER – A PARTNERSHIP WITH PROSPECTS**

The Benteler Group is a global enterprise. In its business divisions Automotive, Steel/Tube and Distribution, the company employs 25,000 people at 150 locations in 38 countries.

For our division **Helens LLC Russia** located at **St.Petersburg** we are looking for

Sales Manager for Moscow & Central Russia

- Develop sales in the Moscow and Central Russian region
- Set up a sales office in the Moscow region
- As business grows:
 - Recruit sales staff
 - Prepare for setting up a warehouse operation
- Setting sales targets for individual reps and your team as a whole, according to company guidelines
- Recruiting and training sales staff
- Allocating areas to sales representatives
- Developing sales strategies and setting targets
- Monitoring your team's performance and motivating them to reach targets
- Compiling and analysing sales figures
- Dealing with some major customer accounts yourself
- Collecting customer feedback and market research
- Reporting back to senior managers
- Keeping up to date with products and competitors

Personal skills

- High degree
- Excellent sales, negotiation skills, good business sense
- Initiative, drive and enthusiasm
- Excellent communication skills and people management skills - the ability to inspire, motivate and lead a team
- Experience of negotiations with federal and local key accounts is a must (forecasting & sales planning, budgeting, development of business plans on the level of field execution)
- Starting from 3 years of managerial experience with a leading structured foreign company
- The ability to work calmly under pressure
- Team player
- Good IT, budget and report writing skills
- A full driving licence
- Fluent English

Compensation

A competitive package will be offered to the right person.

Info

www.helenstubes.ru

Apply

info@helenstubes.ru with reference “ CV - Moscow/Central Russia Area Sales Manager for Moscow and Central Russia” until 30.06.2011