

Zhejiang Sanhua Refrigeration Industry Group is a leading supplier of components for Refrigeration and Air Conditioning. The company is listed on the Shenzhen stock exchange and employs app. 18.000 people worldwide. With 2.5 billion € sales, Sanhua provides globally advanced automatic control and heat exchanger solutions to OEM and Wholesalers with a dominant market position in Asia and United States.

Following sustained periods of growth and exciting plans for development, our subsidiary, Sanhua International Europe is opening new challenging positions to enforce its sales team.

Technical Sales Manager Turkey

Responsibilities:

Under the supervision of the Head of Sales, the Technical Sales Manager will:

- Be responsible for developing key prospects: OEMs and wholesalers, identify and qualify opportunities
- Create long term partnerships with customers
- Manage and monitor the sales revenues and sales budgets
- Develop and maintain close relationship with Wholesalers in his region by visiting agencies, meeting final customers, provide technical information and sizing support

Requirements:

- Degree in Engineering / Refrigeration
- Demonstrable technical/sales experience within related industry sector (HVAC/Refrigeration)
- Service oriented
- Excellent communicator and networker
- Diligent and target driven
- Excellent autonomy, as working in home office
- Able to travel up to 50%
- Based in Turkey

Our offer:

- Competitive base salary
- Attractive performance bonus
- Company car
- Professional Training
- Excellent career development opportunities