

Welcome to Lugera – The People Republic



OPERATIONS IN ROMANIA

In order to answer to our Clients' expectations and properly implement our best practices policy, we have structured our Romanian group on specific activities:

➤ **Search & Selection Services**

- Executive Search
- Mass Recruitment
- Temporary Work
- Payroll and Personnel Administration
- Downsizing and Outplacement
- Salary Benchmark
- Training and Development Center

Key Facts:

- In Romania since 2001;
- The fastest growing HR Company in Romania;
- **Number 1** HR Agency in Romania;
- **9 offices** in Bucharest, Ploiesti, Brasov, Iasi, Craiova, Cluj, Timisoara, Oradea and Sibiu, having the ability of taking assignments in any region of the country;
- **Over 180** consultants and support staff in Romania;
- **15,000** registered temporary workers in 2011;
- Over **20,000** employees for whom we do monthly payroll calculation and HR administration.

Sales Engineer

On behalf of our client, for one of the most important producer, distributor and exporter of professional materials for finishing construction in Romania, we are looking for a **Sales Engineer**.

Main responsibilities:

- Developing and execute sales plans to meet performance expectations and requirements;
- Identifying new business pipeline opportunities;
- Identifying strong customer solutions linking product and solution benefits to customer needs;
- Creating and delivering sales presentations to deliver customer value proposition of company products offerings, negotiating and closing deals;
- Building relationships with key customers within assigned geography to enhance long term business prospects;
- Executing all phases of the selling process to ensure effective and timely customer needs and response;
- Monitoring and reporting on market and competitor activities and provide relevant reports and information;
- Communicating clearly the progress of monthly/quarterly initiatives to internal and external stakeholders;
- Being responsible for business conditions (contracts, prices, bonuses, discounts, payment conditions, logistics etc);

Success requires:

- Strong technical background / University degree in Engineering, preferably industrial chemistry;
- **Working experience of 3-5 years, mandatory in anticorrosive field;**
- Proven successful experience within sales of complex technical solutions and equipment;
- Fluent level of English language, German is a plus;
- Computer use knowledge (Microsoft Office and other relevant programmes);
- Strong proven ability and desire to actively hunt for new business and as well develop existing accounts;



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- Self-starting, analytical, results and solutions-driven; excellent communication, presentation and influencing skills.
- Proven ability to manage multiple projects at a time while paying strict attention to detail.

Additional requirements:

- Driving license- cat. B;
- Flexible working hours;
- Ability to travel extensively.

CONTACT US!

We're easy to find.

Thank you for your time. I would be more than happy to give you additional information on this vacancy and you can contact me any time for any other HR related matters.

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Senior Consultant

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