

# REFRATECHNIK

Refratechnik group, the **largest family-owned refractory company in the world**, manufactures and installs high-quality **refractory materials for high temperature industrial processes**. As a **German Engineered** system supplier, we offer customer-optimized refractory solutions for all major industrial sectors.

Refratechnik Asia Ltd. is known as a refractory specialist in the cement, steel, lime and other industries for the Asian region. Business consists of refractory technology, technical sales, design engineer, supervisors, logistics, finance and production planning. A well-educated and dedicated team guarantees a smooth operational routine. Quality and innovation are the permanent guidelines for the RT Asia Group.

To have a look at our homepage please visit: [www.refra.com](http://www.refra.com)

We are now looking for a:

## Technical Sales Engineer Asia Pacific

Sales region/ Market segment/Product management

Requirements:

- Diploma or Degree holder of Engineering & **Ceramic/Materials technology** or related disciplines
- Sales experiences with engineering background preferred
- Knowledge of **high temperature industrial processes** (desirable)
- Conduct technical and commercial negotiations with customers
- Excellent **interpersonal skills**, strong sales techniques, aggressive to achieve sales targets
- Proficient in both written and spoken English (mandatory) & Chinese (Mandarin is a plus)
- Immediate available is highly preferred
- From **0 to 5 years' experience** (internship possible)

Responsibilities:

- Visit of customers in assigned sales areas in Southeast Asia countries & China (**travel significant**)
- Technical consulting for Refractory solutions especially new project lining systems
- Presentation of products/projects to customers; on job training and workshops
- Results driven, confident in preparing detailed solutions, presenting proposals, closing deals
- To grow company's client base and foster excellent business relationships

**Position based in Hong-Kong**, in a friendly and **multi-cultural work environment** with an attractive remuneration package including : **salary negotiable** upon individual case, **5-day** work base + **annual leave** + **pension** + **medical** benefits and excellent **development opportunities** will be offered to the right candidate.

Please send your CV and certifications for this Job ID (AS-11-118-19) by email to: **jobs@rtasia.hk** (less than 5MB as MS Word or PDF document)

Applicants not hearing from us within one month from the date of advertisement may consider their applications unsuccessful.