

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

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 :

50kEUR/year, fixed for the first 2 years (2nd year additional Bonus), resulting in 25kEUR net (after Tax and Housing, estimated). International medical insurance. 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 two weeks from the date of advertisement may consider their applications unsuccessful.