

Expect the best. **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 and continuously growing group of companies, we offer customer-optimized refractory solutions for all major industrial sectors. In 2020, as one of the Top 100, Refratechnik Group is awarded for the most innovative medium-sized enterprises in Germany.

Refratechnik Asia Ltd. is well-known as a refractory specialist in the cement, steel, lime and other industries for the Asian region. It's headquarter represents both an administrative center and a trading company in the Asia Pacific region, managing all day-to-day operations of the subsidiaries in China, including RTTrading, YRR, ZRR and Haicheng Guozheng. 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. The successful candidate is part of Asia team under the reporting to the German Executive Director Sales and his working place will be in Hongkong.

To have a look at our homepage please visit: www.refra.com

Technical Sales Engineer / Technical Sales Manager (Asia Pacific) **Sales region / Market segment / Product management**

Requirements:

- University education of Ceramics, Non-ferrous metal & Steel, Metallurgy, Materials Science or other related disciplines
- 0-5 years experienced technical sales engineer or 3-8 years experienced technical sales manager in cement, non-ferrous metal & steel, with engineering background preferred
- Knowledge of high temperature industrial processes or Refractory products (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). German is a plus.
- Immediate availability is highly preferred

Responsibilities:

- Visit of customers in assigned sales areas in Southeast Asia countries & China (travel significant)
- Technical consulting for Refractory solutions in Cement and other industries
- 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.

Based in Hong Kong, open to be eventually based in APAC country after initial training (Refractory, product portfolio, brick installation, etc.) 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 + flexible hybrid work mode + annual leave + pension + medical benefits + 2x home return tickets, and excellent development opportunities will be offered to the right candidate.

Please send your CV and certifications for this Job 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.