

As a global company, we not only have a profound understanding of the day-to-day challenges our customers face; we are also committed to close dialogue with them at all times. If that is how you like to work, too, we would be glad to recruit you as a

## TECHNICAL SALES MANAGER



At Viega the power of innovation and entrepreneurial vision are success factors. We are looking for an engaged and ambitious employee for the support of our Sales Team to expand the market penetration of Viega.

### Your Role

- Responsible for attainment of stipulated sales targets in key areas of responsibility
- Management of core-target groups
- Support for customers in project tenders, from planning to conclusion
- Support for launch of new products and training of customers in their application
- Realisation of market-handling campaigns in your sales territory
- Ownership of complaints as may arise; from receipt to resolution
- Management of CRM information to company standards
- Receipt of technical-support enquiries

### Your Profile

- Be able to demonstrate solid technical knowledge and understanding of the sanitary engineering field
- Experience in technical sales, ideally in the plumbing and heating industry
- High levels of communication skills and customer orientation in relation to different target groups
- Good planning skills and knowledge of market-research methods
- Holding product launches and training sessions with different target groups
- Team-working ability, commitment to achieving goals, enthusiasm and organisational skills

### We provide

- Intensive familiarisation, followed by a period of close support as you develop your operational and individual ability. Our conditions are attractive and correlated to your responsibility.

Please send your application to:  
Scott James, Managing Director, Viega Ltd,  
[scott.james@viega.co.uk](mailto:scott.james@viega.co.uk)

