



**BARBATELLI
& PARTNERS**
MANAGEMENT
CONSULTANT
SHANGHAI COMPANY LTD.

POSITION: Regional Sales Manager ASIA – Hydraulic pumps & valves

COMPANY PROFILE

The Company based in Northern Italy, in order to support the existing Asian Customer base and increase its market presence is willing to base in China its regional hub for Asia and is now looking for a Regional Sales Manager.

The Company:

- Is active in the design, manufacturing and marketing of hydraulic screw, high pressure pumps and hydraulic valves;
- Has developed and implemented a breakthrough proprietary technology that enhances the products' performances with respect to those of comparable competitors'.
- The market segments where the Company operates are: industrial equipment (presses, machine tools, balers, compactors, etc.), power generation, marine, oil & gas, mobile, etc.

POSITION: Regional Sales Manager ASIA – Hydraulic pumps & valves

SKILLS

- ✓ The candidates should have a high degree of entrepreneurial attitude and strategic vision, combined with a previous specific experience in the promotion and sales of hydraulic components and/or hydraulic pumps (e.g. screw pumps, gear pumps, vane pumps, piston pumps, etc.) and/or valves.
- ✓ Autonomy in market/client development and management together with understanding of market and distribution agreement dynamics are of the essence.
- ✓ The candidates will be requested organizational and motivation skills to manage the local sales team.
- ✓ Proven previous success track record in the industry is necessary.
- ✓ Markets area: APAC (India, Pakistan, Bangladesh excluded).
- ✓ Language skills: English is mandatory, Italian and Chinese preferential.
Educational background: technical or equivalent

JOB DESCRIPTION

The Candidate will operate with a great deal of autonomy to develop the Asian markets in different industrial market segments. Frequent business trips for customers' scouting are required.

Key activities will be:

- i) identification and securing of OEM key accounts;
- ii) identification and securing of Distributors,
- iii) support to the Distributors,
- iv) develop relationship with design institutes and engineering offices in order to foster the company's products specifications.

Area to be covered: ASIA (India, Pakistan, Bangladesh are excluded).

Language skills: English is mandatory. Chinese mandarin is preferential.

Educational background: technical is preferential.

REPORTING

The Candidate will be reporting hierarchically to the global Chief Commercial Officer of the Company.

China will be the Company's commercial hub for the Asian Region.

He/She will also have a frequent functional interaction with the Sales Support Engineer of the region (based in South Korea) and with the engineering team of the European headquarter for the development of specific projects or new products.

The Sales Support Engineer for the Asian markets and the Sales Engineer for China will report to the Candidate.

Please send your resume to: maricabarezzani@barbatelli.net