

# Sales Executive – London

## Introduction

Sumitomo Corporation Europe Ltd is a subsidiary of Sumitomo Corporation, a world leader in integrated trading and investment. We have access to a global network of more than 75,000 people across 66 countries. We take great pride in our technical know-how and operational ability, which is combined with a drive to keep customer service at the heart of what we do. To achieve this, we recruit high calibre individuals, we invest in their training, and give them accountability and responsibility as soon as they are ready. Find out more: [www.sumitomocorp.com/en/jp/about](http://www.sumitomocorp.com/en/jp/about).

## Role

This role will maintain and expand the tubular business with the designated customers and markets, and support other business units to develop the new business beyond the tubular trade business model.

**This role will report into the Business Line Manager.**

## Scope

- Manage and expand the business with designated customers and markets in Central Asia (Former Soviet Union).
- Establish the good relationship with customers.
- Execute the business strategy and marketing / sales activity.
- Communicate, liaise and negotiate with the customers, internal corporate department, suppliers, technical consultants and the counterpart in Tokyo.
- Report the customer and the market situation in timely manner.
- Monitoring the inventory by the tubular management system (*if applicable*).
- Manage and control the logistics and transportation companies.
- Adhere to regulations, corporate rules and Tubular HSSE/QMS requirements.

## Qualifications/Skills/Personal Qualities

### Qualifications:

- Good inter-personal skills.
- Empathic communicator - supports and cares for others
- Critical analytical thinking
- Self-driven
- Results-oriented
- Ability to work in line with the business ethics, the company's internal rules & regulations.
- Basics Knowledge of the tubular products & market
- Basic knowledge of the logistics and the transportation
- Understands the principles of supply chain management
- Ability to check customer background & needs
- Ability to check contracts & agreements
- Ability to manage the credit & country risks
- Excellent knowledge in Windows and MS –Office applications.

- Fluent English; written and spoken
- Fluent Russian speaking/writing/reading is required
- Ability to motivate other colleagues as a team player
- Able to travel internationally

## What We Offer

Company benefits include group pension scheme, private health insurance and free leisure centre/gym membership to name but a few.

## To Apply

Please complete the Candidate Application Form (found on the vacancies page [www.sumitomocorp.com/en/europe/sceu/career/current-vacancies](http://www.sumitomocorp.com/en/europe/sceu/career/current-vacancies)) and send the form along with your CV to [recruitment.sceu@sumitomocorp.com](mailto:recruitment.sceu@sumitomocorp.com).