

Sales Executive – Prague

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.

Role

This role will carry out sales activities of products and service related to machinery trading business in CEE countries (Czech Republic and surrounded countries), maintain and develop the key accounts in accordance with the agreed business scheme of the department and Sumitomo Shoji Machinex in order to sustain and increase turnover, respecting the SCEU's internal rules.

This role will report into the Department General Manager of P&M business department of SCEU Praha Branch.

Scope

Together with wider team and with support from direct manager:

- To take care of the relationship with existing customers and extend key accounts
- To communicate daily with customers, suppliers and other external organizations
- To support the on-going projects and initiate/sharing the new business opportunity with teams within department as well as Japan counterpart (Sumitomo Shoji Machinex)
- To prepare the price offers, contracts, including communication with Risk/regal/accounting department of SCEU
- To manage contracted projects; delivery times, logistics and conduct essential meetings and communication
- Sales and contract administration, internal reporting and monitoring, in order to respect and comply with internal rules on daily sales activities.

Qualifications/Skills/Personal Qualities

- Mobility for visiting business partners: Driving license B
- Able to travel within Europe and Japan
- Language skill: Japanese, Czech and English are essential for daily communication
- PC user, SAP, MS-Office
- Readiness to learn technical and economical background
- Relevant experience or qualification in sales.

To Apply

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