



HTI Stands for “Trading for Infrastructure and Industry”.

The challenge for the HTI group is the task to be the central partner for the complete range of goods for the demand in infrastructure and industry, The basis therefore is the selected quality of listed products of well-known manufacturers as well as the professional and personal support of our clients.

We supply high quality systems, practical and from one source. Our understanding is to be the active mediator between the industry and the processing trade and provides special services and qualified attendances. Our performance profile comprises the following categories:

- Service and logistics;
- Public utility supply;
- Infrastructure material for sewage;
- Wastewater treatment technologies;
- Rainwater treatment;
- Industry and building technologies;
- Road construction;
- Tools/ Construction materials.

We are looking for:

Trade Representative responsible for the development of “Industry Sector Technologies”

Responsibilities:

- Strategic development of the Industry Segment and technologies of relevant suppliers;
- Provide a quality trade and technical advisory service to client;
- Gain a deep understanding of customer experience, identify and fill product gaps and generate new ideas that grow market share, improve customer experience and drive growth;
- Support partners networking, strengthen the relationship with client companies in order to encourage and support their commitment;
- Scope and prioritize activities based on business and customer impact;
- Recommend changes in products, service, and policy by evaluating results and competitive developments;



- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies;
- Monitor competition by gathering current market place information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Provide regular results reports, competition and territory analyses
- Represent the company segment he/she is responsible for at relevant level.

Requirements:

Applicants must have the following skills and knowledge:

- Experience and relationships in the Industry Sector: at least 3 years
- Engineer and Technical background
- Good Knowledge of English
- Meeting Sales Goals: Closing , Time Management & Prospecting Skills; Self-Confidence, Presentation Skills, Client Relationships

We offer:

Environment for growth and achievement in an international holding;

Knowledge, trainings and experience in suppliers' portfolio product range, international workshops and exhibitions;

Establishment of own strategy and team management

Friendly work atmosphere in a team of highly skilled and motivated people;

Company vehicle;

Education and professional improvement;

Remuneration package;

Closing date for applicants is 05.06.2017

If you are interested in this position, please send your CV with photo and Cover Letter. Only short listed candidates will be contacted. All documents will be treated strictly confidential according to the Data Protection Law.

