



REGIONAL SALES MANAGER (FULL TIME, ON-SITE) (M / F)

Company

FRABA is a group of enterprises focused on providing advanced products for the motion control and industrial automation market. With subsidiaries in Heerlen/ The Netherlands, Aachen and Cologne/ Germany, Slubice/ Poland, Hamilton NJ/ USA, Singapore, Malaysia/Johor and Shanghai. FRABA is offering global support to its customers worldwide.

Competence

It is our philosophy to offer a challenging yet rewarding work environment for every employee of our team. Total information, dynamic development, competence, and fair sharing are our values. Initiative, ideas, knowledge, energy, and risk taking are our drivers and everybody who has them has the right to make decisions. At FRABA, leadership is not depending on education or hierarchy, but on knowledge and performance of each individual.

Description

As Regional Sales Manager you will become part of our team in India. FRABA consists of different product groups: POSITAL is a leading manufacturer of rotary encoders, inclinometers and linear sensors in the industrial automation market. UBITO produces revolutionary energy harvesting sensors and components

The mission of this role is to maximize the long term the sales volume of POSITAL products and to significantly increase the brand awareness and market coverage.

Responsibilities

- Perform Sales and Client Management for key customers and distributors
- Visit customers and distributors regularly to solve the technical needs of their industrial machines
- Promote new products and technologies to distribution partners and motivate their sales force to promote our products and solutions
- Preparation and delivery of product demos and technical presentations
- Regularly organize, plan, and follow-through for customer needs and new business development
- Evaluation of market information and identification of technological trends and customer requirements
- Participation on industry trade shows

If you have the initiative, knowledge, information, energy and courage to make a decision, we urge you to do so. At FRABA everybody has the chance to become a leader. It is up to you to take your chance.

Requirements

It is our philosophy to hire talented individuals, who are willing to learn and develop their skills, not specialized know-how. As an applicant you should fit into the following profile:

- Bachelor or master's degree with a major in electrical, mechanical, industrial engineering or physics; **OR** technical degree with experience in technical sales of similar products and solutions
- 3-5 years' experience in sales of technical industrial automation products and solutions
- Established knowledge of industrial automation and measurement products
- Passion for technology and business



- Demonstrative presentation, communication, and technical skills
- Ability to work independently as part of our India Team
- Location: Work from home in Pune/ Maharashtra
- Willingness to travel within India for more than 50% of the time
- Excellent negotiation skills
- Fluent English skills

Further Information

- The Regional Sales Manager will work closely with different distributors in India and with the POSITAL team in Asia and other regions.

We offer

- Work in an international environment with pleasant and friendly atmosphere
- Employment contract with opportunities for career growth
- Flexible working hours (shift hours)
- Possibility of training within FRABA's subsidiaries

Please add the following clause to your application:

I consent to the processing of my personal data for the purposes of recruitment (in accordance with Article 6, paragraph 1, letter a of Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation).

Please submit your application to the following email address: recruiting@fraba.com. Please include your CV and supporting documents into your application. We look forward to hearing from you!

INFORMATION CLAUSE

In accordance with Article 13, paragraphs 1 and 2 of Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation, hereinafter referred to as "GDPR"), we inform you that:

1. The Administrator of your personal data is FRABA BV with registered the office Jan Campertstraat 9, 6416 SG Heerlen, The Netherlands.
2. In matters related to the protection of personal data, you can contact the Personal Data Protection Officer (DPO) at the e- mail address: dataprotection@fraba.com and at the company's registered office address.
3. Your personal data will be processed for the time necessary to carry out the process, and after its completion as long as the consent to the processing of personal data is not withdrawn, but no longer than for a period of 6 months.
4. You have the right to access the content of your data and the right to rectify, delete, limit processing, the right to transfer data, the right to object, the right to withdraw consent at any time without affecting the lawfulness of processing based on consent before its withdrawal.