

Job Opportunity



Ritz is an international industrial company and a leading manufacturer of low and medium voltage instrument transformers in Europe. We are the leading company in the world in the area of medium voltage instrument transformers. Dry type power transformers and insulated busbars complete our product portfolio. Our customer base consists of notable companies on the area of power utilities and OEM's.

The Ritz Group is headquartered in Hamburg and has manufacturing sites in Dresden, Wirges and Kirchaich within Germany, as well as sites abroad in Austria, Hungary, China and the USA.

For more than 20 years, Duromer is a key-part of the Ritz Group. Within this unit we

- develop and deliver customer specific cast resins
- mold customer specific polymer parts out of different materials
- supply the Ritz factories with services and components
- develop, produce and sell products of our own brands (sensors, capacitive dividers, etc.)
- develop, produce and sell products for third parties

In recent years, Duromer operated as a separate business unit with its own customer base and product portfolio. In the process to establish a new global sales structure within the Ritz Group, we now want to lift the currently regionally oriented Duromer Business to a global level. In addition, we want to establish a Value-Selling Sales Team that will push the profitable growth of the overall Ritz portfolio.

To start this key-activity we are looking for a

Global Sales Manager Duromer (m/f/d)

stationed in **01458 Ottendorf-Okrilla (alternatively Hamburg)**

The job includes the following responsibilities:

Generation of sustainable profitable growth for the Ritz Group by:

- Sales of new products in existing and new market segments
- Business Development of the currently profitable product portfolio
- Development of new product ideas and driving projects to realize innovative and profitable products and solutions by using the relevant processes (e.g. PEP)
- Takeover of "loss-making" business out of other sales channels and realize a return into profitability
- Establishing a Sales Team as a "Value-Selling Competence Center". The main goal is to reanimate our Ritz/Duromer



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unique selling points (USP's) in the market and to assure, that our customers are willing to pay for these USP's.

It is our focus, to grow the business with our "high-end" products within the Ritz-Group. The Duromer-Factory (which is part of the Ritz Process Technology Center, RPTC) will manufacture newly developed product. Later, when sales volume grows, Duromer will hand over these products to other manufacturing areas within the series production of the Ritz-Factories.



The successful applicant will have the following key skills

- EDUCATION: Master of engineering or PhD
- COMMUNICATION: Ability to interact with customer on a high level, to convey the Ritz value message and to understand the customer's needs.
- LANGUAGE: Fluent in German and English languages.
- NEGOTIATION: Professional negotiation skills on the highest level, plus a good knowledge of contract law and risk management.
- BUSINESS: Excellent business understanding and skills in order to drive long-term profitability.
- PEOPLE: Very good skills in leading people without being their manager. Needs a strong internal drive and credibility to ensure influence.
- Proven ability to manage business through a multi-national team.
- PROJECTS: Understanding of Engineering matters, and ability to take a Sponsor's role in important development projects. Experience from working in international projects is an advantage.
- Experience in the automotive industry (APQP, IATF 16949) is a plus
- Willingness to travel
- Self-driven character



and will be reporting to the Head of Ritz Group Sales.

Shape your future! Let's seize this opportunity together!

If you find yourself in this description, we will be pleased to receive your CV and cover letter. To speed up the process, please send the files in PDF-format to:

personal.dresden@ritz-international.com



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