



REFCO is a Swiss manufacturer and distributor of Refrigeration Service Products and Components. Service technicians globally acknowledge our quality products and services. To support the pursued growth path and strengthen our international sales team, we are looking for an

Area Sales Manager (Middle East)

The perfect match would be a motivated self-starter with a winning personality – we are looking for the right characters, and training the necessary skills.

Your Tasks

- Manage existing distribution partners in a designated territory
- Participate in national and international exhibitions
- Acquire new customers
- Develop new geographical markets
- Propose and define measures to achieve sales targets
- Provide market intelligence and discover industry trends
- Market presence around 70-80%

Our Expectations

We want to achieve sustainable growth. As an addition to our team, you are intrinsically driven to achieve above average results, and you stand your ground in a competitive environment. Your ability to persuade customers is based on your winning mentality and customer orientation. A high degree of initiative allows you to plan your activities independently. Administrative work and planning can be executed from your home office, but sales take place in the market. Hence, your home base is preferably in the designated territory, e.g. Poland.

Your Profile

- Convincing personality
- Strong sales and negotiation skills
- Stamina and motivation
- Multicultural competence
- Experience in a competitive, preferably technical environment
- Fluency in English, additional languages are appreciated
- Solid IT user knowledge

Join REFCO now, and participate in our success. Performance oriented remuneration packages allow successful candidates to achieve outstanding salaries. Advanced employment conditions and extensive social benefits apply. If this challenge is intriguing, please forward your complete application (CV with picture, motivation letter, diplomas, and recommendation letters) by email to hr@refco.ch.

REFCO Manufacturing Ltd.

Benno Brinlinger

Marketing & Sales Manager