



Job Opportunity – Sales Engineer / Managing Director for the Baltics

We require a dedicated Sales Engineer, with experience of many years, in the field of hydraulic for our young subsidiary, located in Riga. Besides the sales activities, you will have as well the responsibility to lead the company as Managing Director.

What is the job about?

Your duties in this demanding and complex leading position are:

- Visit actively customers on-site in Latvia, Lithuania and Estonia to present our product offering lead a competent sales dialog. Key Account Management and networking.
- Build up the Baltic market in the field of hydraulic, mechatronic and pneumatic
- Willingness to travel at least 50% (national and international)
- Manage and develop our subsidiary as Managing Director in Riga with at the moment one more employee. The office has been established in 2014.
- Responsible for the turnover and operating profit and to achieve the strategic goals
- To recognize marketing developments in time and realize appropriate action.

What do you need to apply?

You are a sales oriented and dynamic person with an entrepreneurial spirit who likes being the driver of implementing profitable business in the Baltics. You have a technical degree with experience in the machine industry, especially in the field of hydraulic combined with management skills. You know the Baltic market in the area of hydraulic, pneumatic and mechatronic. You speak and write fluent English (Latvian and Russian is self-evident). You are able to identify customer needs, develop and offer attractive solutions.

Your challenge

BIBUS Baltics SIA is engaged in sales, distribution and technical support of hydraulic, mechatronic and pneumatic technology equipment and accessories in the Baltic countries Latvia, Lithuania and Estonia.

This is your opportunity to become part of an international team and receive the full support of the BIBUS headquarter in Switzerland, who in their capacity as a technical trading company has almost 70 years of experience. With the BIBUS group, currently consisting of over 30 subsidiaries throughout Europe and Asia, we have the ability to provide a diversity of industries with a complete engineering solution for all their needs and applications. We need your management and technical skills to continue and strengthen our success. Our competitiveness is based on our understanding of the customers' applications and on making solutions that are always better.

Further information

If this job sounds appealing to you, please send your CV and cover letter to Monica Schwab-Kals (schw@bibus.ch). We look forward to hearing from you.

BIBUS Baltics SIA

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