

ShibataFenderTeam is the leading global fender manufacturer, headquartered in Germany, with regional offices in the US, Malaysia, Spain and The Netherlands, and a production facility in Germany. We are a specialist for customized fender solutions protecting vessels, port infrastructure and people. A strong focus lies on in-house engineering and manufacturing to offer high-quality products at competitive prices. With the full range of marine rubber and foam fender products, we are a key player in the industry. After many years of experience we have gained a reputation as a dependable partner in the international maritime world.

In our office in Valencia, Spain, we are looking for a proactive candidate as

JUNIOR SALES MANAGER (PORTUGUESE SPEAKING) **(start immediately)**

YOUR RESPONSIBILITIES

- ▶ Support the sales of our technical engineered products requiring detailed consulting, mainly covering Portuguese speaking territories (Brazil, Portugal and other Portuguese speaking countries)
- ▶ Study customer requests and obtain additional information
- ▶ Prepare calculations and quotations for projects
- ▶ Request technical data and drawings
- ▶ Prepare project files
- ▶ Follow up on projects and requests by phone and email
- ▶ Customer support and establishment of long-term customer relations

OUR REQUIREMENTS

- ▶ Successfully completed university degree, preferably in International Trade or Industrial / Civil Engineering
- ▶ First professional experience in international sales or export business preferably with a technical background
- ▶ Fluent in Portuguese and English, other languages advantageous
- ▶ Good technical understanding
- ▶ Open minded and proactive team player
- ▶ Customer and service-oriented
- ▶ Good communication skills
- ▶ Lateral entrants from other branches are very welcome

WE OFFER

- ▶ A strong team atmosphere in an international environment
- ▶ Competitive benefit package
- ▶ Growth opportunities within the organization
- ▶ Internal training and education
- ▶ Interesting tasks and changing daily routines

CONTACT.



Eduardo Roderó (Managing Director) is looking forward to receive your application:

e.rodero@sft.group

ShibataFenderTeam Spain SLU

Av/ Amado Granell Mesado no. 75

5ª Planta, oficina 5L, 46013 Valencia, Spain