



## Tailor-made Solutions for Special Tasks

**NKMNOELL**  
SPECIAL CRANES

NKM Noell represents one of the leading and trend-setting partners for aluminium plants, nuclear power plants, the offshore industry and other industrial sectors worldwide. We offer our customers process-oriented solutions and customised systems in the fields of special-crane construction, manipulators and handling equipment – all from one source. Integrated with the French REEL-Group as well as a global business and manufacturing network that profits from decades of experience, we are an international company with a strong orientation towards export. Our service offerings range from consultancy, product analyses, design and project planning, including development and construction, to commissioning with full-service and maintenance.

Our objectives: quality, proximity to our customers, innovation and social responsibility.

Our locations: France, Germany, Netherlands, China, Russia, Venezuela, Middle East

**NKM Noell Special Cranes GmbH**  
Kruisweg 643  
2132 NC Hoofddorp  
The Netherlands  
Phone: +31 20 6550030

[www.nkmnoellspecialcranes.com](http://www.nkmnoellspecialcranes.com)

As the **Sales Manager Product Unit Offshore** you will develop the existing activity in floating cranes and identify new markets for the entire offshore market. The position requires sales experience in an international environment and is located in Hoofddorp near Amsterdam.

- Leading negotiations from initial contact through to final contract drafting to signing complex business deals globally. This includes making the entire quotations.
- Developing present and new client accounts and long term relationships.
- Identifying and developing new business opportunities.
- Analytical problem solving with the customers and the Project Managers.
- Risk analyses concerning wording of a contract.
- Work with the product line managers / the product development teams to ensure that product requirements are quickly communicated.
- Drafting and editing presentations and pitches to win new business.
- Reporting to the Management, market analysis and administrative tasks.

### Your Profile

International sales experience in a similar field is required. You will also need to demonstrate an understanding of project management as well as high flexibility in terms of worldwide travelling.

- first class communication (fluent English) and relationship management skills
- good technical and commercial background
- excellent skills in negotiation and conclusion of contracts
- show the energy and creativity needed to drive the business
- intercultural understanding

Are you interested? Please contact Annemarieke Leering, personnel officer, phone: 020- 655 7009, email [Annemarieke.leering@nkmnoell.com](mailto:Annemarieke.leering@nkmnoell.com)

