



JUNIOR EXPORT DEVELOPER

WITH HIGH DRIVE AND UNDERSTANDING OF STRATEGIC FOCUS AND MARKET OPPORTUNITIES!

Can you (learn to) understand and carry out our export strategy for all markets related to our unit in Romania, where you will be based when not traveling? Your Potential, Personality and Skills are more important than your background!!!!

RESPONSIBILITY

- Personally analyze and approach selected markets, segments and potential partners.
- Develop existing partners and build up new
- Structure, develop and carry out sales training for customers, partners and their sales teams.
- Building up relations and socializing with relevant network.
- Coordinate project sales abroad with project manager and sales team in other units.
- Communicate new concepts/ USP's and ensure feedback to colleagues on potential news and opportunities ect.

PERSONAL OPPORTUNITIES

- Future career opportunities in an international company with dynamics and growth potential.
- Travel experience, language and culture. and participation on fairs and other sales activities abroad.
- Product training, strategic insight/ development and the opportunity to experience how theory becomes reality.
- Independent, high influence and flexible job design, where success and results will open for career opportunity for the right persons.

- You will be a part of a competent and constructive team based at our main production unit in RO.
- Direct Coaching, Coordination and Cooperation with our main office in Denmark.
- **Your potential, personality and skills are more important than you background.**

QUALIFICATIONS

- You have the ability to communicate messages naturally, convincing and efficiently.
- Strategic understanding within value chain, segment structures and focus strategies.
- Understanding within price setting and price structure from producer to end user.
- HIGH DRIVE, but balanced with common sense, mutual respect and modesty when required.
- You have experienced in the past, that your personality makes a difference as a part of reaching the goals.
- Academic background that ensures a minimum of theoretical base for mutual reference in dialogue and understanding.
- Good at languages and experienced in English as a minimum.
- **Preferably: Living within reasonable driving distance to our factory in Banesti, Romania**

If you have any questions regarding the job please contact Camelia Olesen on +4 0244-348-596 or Jan Clausen on +45 23230181. We are looking forward to hearing from you - so please don't hesitate to send your application already today at office@kumaromania.ro

KUMA was established in Gadbjerg Vejle in 1988, and today consists of four units. The company has evolved to be one of the most significant players in the Danish market, and has rising exports, mainly to other European countries. As a crucial step in taking the KUMA Group to the next level, we have an overall central strategy as guide line that is coordinated across our different units, but we built and develop locally, to be as close to our markets as possible (physically and mentally). www.kumaromania.ro

KUMA®