



## Linde Heavy Truck Division Ltd.

### Vacancy

#### Area Sales Manager: Russia

##### Main Purpose of the Job

- Manage and implement Sales strategy for all LHTD products throughout defined territories.

##### Skills and Experience

The ideal candidate would have:

- Experience of the Linde sales environment, with knowledge of key customers.
- Good knowledge of LHTD products.
- Ability to speak foreign language would be an advantage.

##### Principal Responsibilities

- Maintain strong relationships with Dealer companies at all levels, ensuring LHTD have a strong platform for all product sales.
- Work to reach the Heavy Truck annual operating plan with regard to planned sales volume, market share and margin.
- Implement and manage a reporting system to evaluate changing market conditions/pricing position/competitive activities for consideration regarding pricing and product position in the respective markets.
- Report on coverage and awareness for all LHTD products in defined territories through the various retail networks.
- Where required make direct approaches to customers, selling products direct to end user.
- Administer and enforce LHTD's pricing policy for the defined territories.
- Define the local market demands for new product introductions and introduce new products to the dealer network in respective sales areas.
- Make recommendations for the improvement of Heavy Truck Sales organisation and value to Dealers / Customers (needs/demands) and provide input on product development, product improvement and quality.

##### To Apply:

For a full job description or further information on this position please contact the Merthyr Tydfil HR department on (+44) 1443 624223. If you wish to apply for the position please send a CV and covering letter to [matthew.taylor@linde-htd.com](mailto:matthew.taylor@linde-htd.com) or Linde Heavy Truck Division Ltd, Merthyr Tydfil, South Wales, CF48 4LA. The Closing date for applications is 4th December 2009.