

# JOIN OUR TEAM!

**verope**<sup>®</sup>  
**MINING**

With a start date of immediate or as agreed, verope AG (Zug, Switzerland) is looking for a

## **SALES MANAGER MINING 100% (F/M/D)**

### **Who we are**

verope AG is an international company that has established itself as one of the world's leading suppliers of special wire ropes for the maritime, construction, heavy and mining industries. From its headquarters in Zug/CH, verope AG manages a group of international subsidiaries in Germany, USA, Brazil, Singapore, China and UAE.

### **verope - rely on**

True to the motto "rely on", verope stands for high-quality products that our customers worldwide can rely on. verope AG is a reliable partner for customers, employees, society and the environment.

### **Powerful partner**

Powerful partners - our employees are too: Independent, responsible and innovative. Creative ideas are welcomed and professional and personal development is encouraged.

### **Key Responsibilities**

- Responsible for proactively selling the full range of the special wire rope portfolio within our go-to-market strategy
- Meet growth targets and objectives for assigned account & market mix
- Build long-term relationships with new and existing customers
- Preparation and support of tender processes
- Work closely with our inside sales team, technical after sales team and marketing team to support value offerings throughout the entire sales process
- Conduct price negotiations, provide quotations and close contracts with customers

### **Qualifications**

- A degree in economics or engineering
- Strong technical interest and competence in applications and product selection
- At least 5 years of professional experience in the field of international sales
- Market & Industry knowledge would be an advantage
- Good knowledge in MS Office, in pro Alpha or comparable ERP systems
- Very good English language skills, C1 level
- Good command of the German language would be an advantage
- Proactive, goal-oriented, and collaborative attitude
- Willingness to travel world-wide (50%), including focus markets like South Africa, Australia, Canada and others

### **What we offer**

- Opportunities for international exposure and career growth.
- A dynamic and collaborative working environment.
- Training and development in a niche, high-demand sector.

If you describe yourself as an open-minded and positive person, you value a versatile position and feel comfortable in a lively international environment, then we look forward to getting to know you.

**Send us your documents (CV, diplomas, certificates) with your salary expectations to [personal@verope.com](mailto:personal@verope.com)**

We do not require a conventional cover letter.

### **verope AG**

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**[www.verope.com](http://www.verope.com) | [mining.verope.com](http://mining.verope.com)**

