



SICAME is globally operating Group, oriented towards products and services related to Transmission and Distribution of Electricity. Group is specialized in manufacturing of the equipment/accessories having an electrical and mechanical function (HV line & substation equipment, LV&MV non-insulated connectors, pre-insulated piercing connectors, anchoring and suspension clamps for cables, LV&MV underground cabling accessories). The major customers are the electrical Utilities, Wholesalers, Contractors and electrical Installers.

With its 25 production plants in 5 continents, Group actively contributes to the newest multinational technical and quality standards.

Due to the planned dynamic growth in Poland & East Europe Region, **SICAME** is looking for an experienced, business minded, commercially skilled charismatic:

REGIONAL BUSINESS DEVELOPER for Czechia/Slovakia/Romania

location: „home office”

regional responsibility: Romania, Czechia, Slovakia with future perspective for EE countries

Key responsibilities:

- Contributes to the Group strategy launching and implementation in the Region
- Develops and prepares strategic trade relationships for the budgets and plans to be met
- Identifies suitable business opportunities and personally contacts targeted industries and business sectors for the objectives achievement
- Is directly responsible for maintaining and improving customer relationships and sales
- Takes full responsibility for revenue and sales gross profit according to established objectives
- Enlarges product portfolio through sharing experience across the Region
- Systematically strengthens the company's reputation as a distinguished leader in manufacturing of the equipment for electricity Transmission and Distribution
- Frequently participates in both road-shows and one to one meetings in order to promote company's products and services
- Participates in the implementation of Group governance within Poland & EE Region

Experience required:

- Higher technical education, preferred in Electricity/Energy areas
- Currently holds or have previously held for a minimum of three years, a relatively high profile business development or commercial position within manufacturing or services for energy distribution (manufacturers, wholesalers, contractors)
- The ideal candidate will have credibility and an extensive network across utilities, wholesalers for energy distribution products in Czech Republic and Slovakia (or Romania)
- Strong communication at different levels, presentation and negotiations skills
- Well organized, cooperative and collaborative
- Fluency both in Czech or Slovak or Romanian and in English is essential
- Has driving license and is able to travel extensively
- Fully IT literate

We offer:

- Interesting job in stable organization with strong international markets presence
- Opportunities for self develop with continuous possibility to enhance professional competencies
- Attractive remuneration package

To take this challenging role please send your CV together with an expected salary in English to the following e-mail address, indicating reference number „1/09/2016/RBD”:
rekrutacja@sicame.pl



We kindly inform that we will contact only the selected Candidates.

Please include in your application the following clause: "I hereby agree for processing the following personal information strictly for the purposes of job recruitment in accordance with the regulation for the protection of personal data passed on the following day: 29.08.97 r. Dz. U. nr 133 pos. 833."