



LOI Thermprocess GmbH | Human Resources | Schifferstrasse 80 | 47059 Duisburg | Tel. 0203 80398-955 | Bewerbungen@tenova.com

Tenova, a Techint Group company, is a worldwide partner for sustainable, innovative and reliable solutions in the metals and – through the well-known TAKRAF and DELKOR brands – in the mining industries. Tenova leverages a workforce of over 2,200 forward-thinking professionals located in 19 countries across 5 continents, who design technologies and develop services that help companies reduce costs, save energy, limit environmental impact and improve working conditions.

Tenova LOI Thermprocess is a driver in the transformation of the metals industry towards decarbonisation. With our high technical solutions, we support our customers to continuously adapt to the changing environmental requirements. We are already actively contributing to climate protection with our vision of a sustainable steel industry and our focus on agile development and implementation of combustion technologies without fossil fuels, especially hydrogen, and the expansion of electrical heating capabilities in our plants. **Green Ways to Metals** – this is what we stand for.

We welcome newly graduates and highly motivated people who enjoy shaping the future actively and being part of this continuous process of change and transformation within the metals industry with an innovative mindset and up-to-date knowledge.

To strengthen our sales activities of Secondary Metallurgy Plants, we are looking for a

SALES MANAGER – SECONDARY METALLURGY / VACUUM DEGASSING EQUIPMENT (m/f/d)

Immediately, permanent and full-time, located in Duisburg

Responsibilities:

- Project and customer acquisition
- Technical advice and calculations during proposal and sales phase
- Preparation of cost estimates and quotation calculation based on technical specifications
- Preparation of technical specifications in compliance with company procedures
- Preparation of commercial offers on secondary metallurgy / vacuum degassing technologies
- Contract and commercial negotiation in international environment
- Communication with customers and suppliers on site and abroad
- Participation in trade fairs and conferences

Skills required:

- Bachelor or Master/diploma in process engineering, mechanical engineering or industrial engineering
- Professional experience of at least 3 years in plant engineering, chemical industry or process engineering
- Technical expertise in secondary metallurgy / vacuum degassing plants
- Good English skills, if possible at negotiation level
- Good commercial and legal knowledge as advantage
- Communication and negotiation skills
- Entrepreneurial mindset
- Teamwork and target driven
- Willingness to travel worldwide

We offer:

In addition to exciting and diverse fields of activity, we offer motivational onboarding and intensive training on the job in an international team. The mix of mobile office, office and flexitime offers more flexibility in everyday life. Latest technology and a modern ambience enable agile and digital working in our modern office in a central and attractive location in Duisburg's inner harbour. Our large open space area invites you to a daily get-together with colleagues.

**You would like to become part of the transformation process in metals industry?
Then we are looking forward to your application!**



www.loi.tenova.com