



# WOLFFKRAN

## The Leader of the Pack.

As the inventor of the modern tower crane, WOLFFKRAN sets milestones in crane technology. A WOLFF is the logistics center of the construction site, created for economic and intelligent building.

An exciting opportunity has arisen. For our WOLFFKRAN company in New York we are looking for a

## REGIONAL SALES MANAGER EAST COAST / NEW YORK

### Your Challenge

WOLFFKRAN is a dynamic and expanding company. In the last two years our team has almost doubled, and we are continuing to expand our leading position in crane technology with the international market. To do so we require qualified reinforcement. To support the growth in the US business, the Regional Sales Manager takes responsibility for all sales and rental related activities in his respective region. He leads contract negotiations with a clear understanding of contractual stipulations, purchasing conditions and WOLFFKRAN rental terms and conditions. He will establish a clear concept for customer relationship management and reports to the President of WOLFFKRAN Inc.

### Your Main Tasks

- Rental and Sales of Tower cranes
- Customer base development and customer care - maintenance and intensification of the existing customer relations
- Calculation of rental requests and compilation of offers in SAP/R3
- Leadership of the relevant sales & service persons in the US
- Carry out building site appointments with the customers and check assembly and dismantling stipulations
- Track cost effectiveness of the contracts and open posts
- Total sales processing from compilation of offer up to and including receipt of payment
- Market assessments and analysis

### Your Profile

- Degree in engineering, business or marketing is preferred
- Strong sales management skills driving volumes and maximizing margin - proven track record mandatory
- Affinity for technical product expertise with tower cranes (capital equipment)
- Successful proven track record in growing sales within a region by acquiring new customers and developing dealers
- Proven track record in generating rental contracts/income
- Knowledge of the principles and practices involved in new business development
- In-depth technical, sales and tower crane applications knowledge
- Leadership and communication skills as well as a clear customer orientation
- Confident and serious appearance/manner
- Can work independently, demonstrates strong initiative and is reliable
- Flexible, resilient and resistant to stress
- Ability and willingness to travel (approx. 60-75%)

A strong drive for success, continuous improvement approach and a consistently positive attitude and outlook are vital qualities of members of the Wolffkran team.

### Your Future Perspective within the WOLFF-Team

We offer an extraordinary challenging career opportunity with

- a competitive salary
- retirement savings plan and
- a comprehensive benefits package that includes medical, dental, life insurance, disability, and vision.

### Your next Step

If you're ready to be challenged, we look forward to hearing from you. Please send your application with your resume, a brief introduction of your experiences and details on your salary expectations and availability to our Vice President Operations, Mr. Christer Bradley, [c.bradley@wolffkran.com](mailto:c.bradley@wolffkran.com).

For first questions feel free to contact Mr. Christer Bradley, P (+1) 718-418-9650.

WOLFFKRAN is an internationally active European manufacturer, lessor and service provider of tower cranes. Technical expertise, close customer proximity and absolute reliability are our day-to-day business. Tower cranes for economy in construction – that is our specialty and our passion. With one-stop production, sales and rentals, WOLFFKRAN is able to guarantee top performance throughout the entire process chain. The result is a cranesational service for economy in construction. Worldwide.

WOLFFKRAN Inc. • 45 Main Street, Ste 712 • Brooklyn, NY 11201 • USA • [www.wolffkran.com](http://www.wolffkran.com)