



Sales Manager - Steel Industry

12/07/2009

Job Description

ThyssenKrupp is a global leader in carbon and stainless steel with a proven track record of innovation, corporate citizenship, social and environmental responsibility, employee safety, and customer satisfaction.

ThyssenKrupp Steel USA is seeking experienced **steel industry sales professionals** for our developing processing operations in Calvert, Alabama.

Our IDS Sales Managers will:

- Represent the desired market image of TKS USA to the desired NAFTA customer base
- Develop two way dialogue between Operations/product marketing and NAFTA customer base
- Solicit, on an ongoing basis, sales orders necessary to support operational requirements.
- Project an image to the NAFTA marketplace consistent with TKS USA core values and competences
- Acquire and report NAFTA market intelligence to operations and product marketing
- Maintain NAFTA customer communications utilizing travel, entertainment and electronic communication techniques in accordance with all TKS USA policies & guidelines
- Keep Sales Management & Product Marketing apprised of market competitive situations
- Demonstrate Industry Group leadership role to Sales & Marketing teams

Job Requirements

Our IDS Sales Managers will have or demonstrate:

- A strong understanding of the carbon steel Light Flat Rolled markets, and the customer base
- Must have an understanding of a steel producing plant and excellent product knowledge
- Should have a minimum of 15 years of steel industry experience in a supervisor or manager position that is strongly related to sales or marketing, or technical services
- Bachelor's Degree in Marketing, or Business Administration, or Engineering, or combination of education and related experience

- A metallurgical or technical background preferred
- Strong interpersonal skills
- Ability to lead and motivate a highly capable team
- Very strong work ethic and negotiation skills
- Management capability to organize and develop account plans and business plans, and analyze performance against these plans
- Complete understanding of steel operations
- Excel, Word, and PowerPoint skills required
- Ability to work at our site operations in Calvert, Alabama, or at prospective customer centric locations in the continental U.S., as regional placement of sales team is expected

For more information on this, and other **ThyssenKrupp Steel USA** employment opportunities, go to <http://www.thyssenkruppsteelusa.com>, or contact **Mr. Steve Howser** at 251-289-3000, or at steve.howser@thyssenkrupp.com.