

HAPAM Poland is looking for a Sales Developer Russia, Ukraine, Belarus and others

Hapam is an independent manufacturer of High Voltage Disconnectors and Earthing Switches for outdoor and indoor substations (voltage range 36kV – 800kV) and has supplied more than 200.000 disconnectors in over 100 countries worldwide. Hapam operates from modern and well equipped premises with factories in Netherlands, Poland and Vietnam. Hapam maintains a continuous policy of improving the disconnector design, delivering state of the art solutions. This makes Hapam one of the leading disconnector manufacturers in the world.

You will be working in an environment where craftsmanship, quality and customized solutions are key elements. The working environment is pleasant, no-nonsense and hands-on. HAPAM used to have a good position in Russia and surrounding countries. We look for a sales developer who is able to raise sales substantially in these areas.

What you will be doing;

- . Search and contact major grid operators, specifiers and contractors of sub-stations.
- . Give presentation and explain the advantages of our products and services.
- . Make proposals and offers for specific projects, supported by our back office.
- . Make yourself visible in the High Voltage world in your area.
- . Travel and visit customers on key moment in the decision process.
- . At least 3 days per month you will be in Lodz in our offices.

Who are we looking for;

- . A communicative and extravert person who is able to establish new relationships easily.
- . Able to understand and explain technical matters with engineers / designers.
- . Able to work in MS Office and able to read technical drawings (mechanical).
- . You have good communication skills and able to work independent.
- . Willing to travel up to 50% of the time.
- . Fluent in Russian and good knowledge of English.

What can you expect from Hapam?

- . You will have a knowledgeable back office, able to communicate in Russian / Ukrainian.
- . We will introduce you in the world of high voltage world and learn you all you need to know.
- . Good remuneration and travel allowance.

Send your cv to hapam@hapam.pl, +48 42 663 54 50. For more details e-mail to Nico.Pulskens@hapam.pl

