

Lincoln Electric is the world leader in the engineering, design, and manufacturing of advanced arc welding solutions, automated joining, assembly and cutting systems, plasma and oxy-fuel cutting equipment, and has a leading global position in brazing and soldering alloys. Lincoln is recognized as the Welding Expert™ for its leading materials science, software development, automation engineering, and application expertise, which advance customers' fabrication capabilities to help them build a better world. Headquartered in Cleveland, Ohio, Lincoln Electric is a \$4.2B publicly traded company (NASDAQ:LECO) with over 11,000 employees around the world, with operations in over 71 manufacturing locations in 21 countries.



*You will join **Harris Products Group** – a part of **Lincoln Electric** which is comprised of passionate people. We offer continuous learning and education opportunities and put emphasis on continued improvement, growth, and career progression. We offer a competitive total compensation package.*

International Sales Manager

Location: Europe, Asia (to be determined)

Employment Status: Salary Full-Time

Function: Sales, International

Key Responsibilities:

Territory Development & Distribution:

- Develop, organize, and manage distribution channels within the assigned territories.
- Build long-term relationships with internal teams, distributors, and end customers to ensure seamless operations and business success.

Sales & Relationship Management:

- Meet personal and team sales targets as established by the business.
- Actively manage and grow an existing portfolio exceeding \$10 million.
- Develop and implement annual business plans for distributors and end-users, with quarterly reviews to assess performance.
- Promote the full range of company products, focusing on the Harris Value Proposition.
- Build strategic business relationships at corporate and local levels within all assigned accounts.

Customer Engagement & Support:

- Provide technical and product knowledge support to distributors and end-users.
- Organize and conduct end-user training sessions, especially in areas like Braze Training and Gas Apparatus Safety.
- Follow up with customers to ensure satisfaction, resolve issues, and generate new sales leads.

Market & Competitor Analysis:

- Identify new market potentials and analyze competitor products, sales, and marketing strategies.
- Collect and analyze market and product data to inform sales strategies.
- Provide ongoing market pricing feedback and submit sales leads to the global team.

Sales Tools & Forecasting:

- Develop and implement sales tools to enhance distribution and market penetration.
- Submit accurate sales forecasts and support logistics planning to ensure customer needs are met.
- Collaborate with internal teams to ensure cross-functional support and align with broader company goals.

Reporting & Documentation:

- Report monthly action plans and sales results to senior management.
- Maintain commercial and sales documentation according to company policies and legal standards.
- Regularly update personal selling skills and technical knowledge of the products.

Project Leadership & Cross-Functional Collaboration:

- Lead complex business negotiations and project initiatives with cross-functional teams to develop new product or service solutions for key accounts.
- Collaborate with internal teams and sales counterparts to drive cross-selling and expand market penetration across industrial accounts.

Basic requirements:**Education:**

- Bachelor's degree in Business, Marketing, Engineering, or related field. Master's degree or MBA preferred.

Experience:

- Minimum 5-7 years of experience in international sales, preferably within the industrial sector.

Skills:

- Proven track record in managing large sales portfolios and achieving sales targets.
- Excellent interpersonal and communication skills, with the ability to build and sustain relationships.
- Strong knowledge of market analysis, distribution management, and sales forecasting.
- Experience in technical product sales, with a focus on providing customer training and support.
- Ability to lead business negotiations and work collaboratively with cross-functional teams.
- Strong analytical skills for market data interpretation and strategic planning.
- Proficiency in CRM systems and sales software tools.
- Fluent in English spoken and written.

Interested? Send your CV and application to: RGuridi@lincolnelectric.eu

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