

As an innovative and internationally operating German family-owned company in the field of surface coating, stamping metal parts and plastic injection, the GOTEC Group is a strategic partner of the automotive industry. We offer standardized processes for surface treatment and bonding in over 17 locations worldwide. Working at GOTEC-Group means developing customers and markets. Are you interesting and looking forward exchanging communication in a global team? You have passion in finding proper and best solutions and going in “extra mile” and reward yourself with newly won orders? Then apply at GOTEC for

## **Business Development Manager, Automotive Parts (m/f/o)**

### **Metal Stamping Parts & Surface Treatment**

Location: Satu Mare, Romania

#### **Qualifications:**

- Bachelor’s degree in mechanical engineering preferred
- Min. 2-years’ experience & knowledge in sales inside the automotive suppliers’ market sales
- Ability to influence and engage others in the pursuit of business opportunities
- Technically proficient, excellent communication skills
- Functional with Microsoft Office programs
- Ability to work from home office and office (Satu Mare)
- Willing to travel up to 50%
- Language: Business English (German as an option)

#### **Responsibilities:**

The GOTEC-Group is a global player inside the automotive and industry field. With our Business Unit Metal and Surface treatment we are the specialist in stamping and forming metal parts as well apply robust and sufficient surface treatment. Starting from understanding customer’s needs, drawings, calculation and quotes to SOP for metal parts as well surface treatment and coated parts.

- Assist in acquiring new contacts and guiding into serial production (local & global)
- Supporting GOTEC existing customer base, while finding and looking on new business opportunities
- Skilled in project management frequently and mandatory in exchange to our quotes, and calculation department internally
- Work closely with GOTEC global business development Team
- Reporting market and customer information / assist and support internal & external meetings / execute action-plans.

You will report direct to our Global Director for Business Development (located in Germany) and our team in Satu Mare.

#### **We offer:**

At our manufacturing facility the candidate can expect varied and challenging responsibilities. He/she can be part of a goal-oriented community and has the opportunity to support the management in day-to-day operations and performance of the company.

Please prepare your application/resume including your salary expectations to: [hr@gotec-group.com](mailto:hr@gotec-group.com)