

CONFIDENTIALITY:

This document is given as information on the job position exclusively and to be kept strictly confidential. It shall not be given to any third party and shall not be used for any other purpose.

Area Sales Representative Field Instruments

1. The Company

Our client is a Japanese multinational company in the field of measurement and control technologies. Founded at the beginning of the 20th century they have built an excellent, international reputation for providing optimum solutions in industrial automation, factory automation and building automation. With more than 7200 employees' world wide, the company offers an extended product range serving plants, factories and office buildings in sectors extended from oil and gas to food and pharmaceuticals. The company is active from several locations in Asia/ United States/Europe / respectively Belgium, France, Switzerland and Italy. The European headquarter is based in Belgium.

Total Sales revenue was about 1,3 Billion Euro worldwide in fiscal year 2004. During the same time Sales in Europe increased from 8,5 Mio € in 2004 to 10 Mio € in 2005. Based on the company's excellent technology and a team of highly motivated employees, a further increase of the market share is projected.

To start implementation of the product line field instruments on the German and Eastern countries markets full scratch , we are actually looking for an

Area Sales Representative Field Instruments

This is a new created position.

2. The Job

The Area Sales Representative Field Instruments is responsible for the product line transmitters, Electromagnetic Flow meter and Smart Valve Positioner.

He/she will report to the Product Division Director, based in France.

His/her main tasks and objectives are to be seen as follows:

- Analyzing of product and market before start-up
- Market introduction of new products
- Integrate the company's products into specific applications at customer's place
- Responsibility for the overall strategic sales development in Germany and possibly entering also some Eastern European Countries
- Organization and execution of Product and Company presentations
- Set up and implementation of marketing activities to generate new customers
- Permanent and close observance of the market to early recognize the future demands of the markets, and thus provide the necessary input for product developments.
- Assure profitable and sustainable growth in market share.
- Co-operating in the development of the group strategy (world wide).

The position is home office based in Germany, preferred near Frankfurt, Munich or Düsseldorf.

Extensive travel in this area is necessary.

Remuneration is in line with the job's requirements.

3. Candidate Profile

The candidate (male or female) has a technical education or is a commercial technician with electronics or measurement industry background, field Instrument experience preferred.

He has about 5 to 10 years of sales experience in industry market. The candidate should demonstrate the technical expertise necessary to integrate our customer's products into specific applications at customer's place.

He is an entrepreneur-type person, experienced in analyzing products and market before start-up.

He is ready to work from his home office, with extensive travel to customers in Germany and eastern countries. The candidate has good analytical skills and excellent knowledge and experience in selling solutions. He/she is creative in overcoming sales obstacles, has a high self motivation and readiness.

His communication and negotiation skills are excellent, his ability to listen and communicate within a cross-cultural environment is crucial. His technical competence is convincing, and he is used to work systematically and methodically. He is assertive, able to work under pressure, and maintains an open and cultured communication.

Excellent skills of at least the English language are essential, as is the readiness to travel frequently.

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CANTOR Unternehmensberatung GmbH