



MOVING YOUR FUTURE

Moving you, moving the world!

NSK is one of the world's leading manufacturers of rolling bearings, automotive products, precision machinery parts, and mechatronics products. NSK sales worldwide exceed € 4,9 billion. NSK employs more than 24,000 people worldwide, with more than 2,900 employees based in Europe.

For our **Sales Office in Newark, United Kingdom (Remote)**, we are looking for a result-driven

SALES ENGINEER – OEM BUSINESS DEVELOPMENT

to proactively expand NSK Europe's customer base by identifying, acquiring, and nurturing new OEM customers.

Key responsibilities:

- › Achieve sales and margin targets
- › Identify and develop strategies and actions to win new OEM customers in Europe
- › Initiate and manage sales and engineering projects to win new opportunities
- › Research, identify and quality a rolling customer lead pipeline
- › Provide an efficient and effective interface between the customer and all NSK departments
- › Negotiate with customers on pricing and service levels to achieve NSK budgeted targets

Your profile:

- › Degree level education or equivalent in a related discipline
- › Extensive frontline technical sales experience
- › Strong customer orientation, entrepreneurial mindset, and a confident, persuasive personality
- › History of delivering sales growth
- › Proven ability to negotiate major commercial agreements
- › Must possess a full clean driving licence for UK travel and hold a valid passport

Our offer:

- › Hybrid working which is integrated in a diverse and inclusive multinational work environment
- › Competitive compensation and benefits package
- › Company car
- › Clear career path and professional development

At NSK, a pleasant and multicultural working atmosphere awaits you. We put an emphasis on providing a good and fundamental introduction to our company.

Interested?

Please apply by sending your CV and covering letter to: Newark-HR@nsk.com