



Senior Public Affairs & Strategic Partnerships Consultant Central Asia (Part-Time)

About Crush+Size Technology GmbH & Co. KG

Crush + Size Technology engineers, manufactures and deploys customers first choice mining & recycling machines worldwide. Their centre piece of innovation consists of a double roll crusher technology with most innovative crushing tool geometries in order to carry out comminution processes much more effectively and efficiently than with conventional or previously known roll crusher technology. Highest productivity and economic operations of roll crushers combined with increased quality of the final product are the result of consistent development efforts. Most robust and energy-efficient direct drives ensure sufficient power reserves in every application. The crushing and drive technology of the Crush + Size roller crushers ensure crushing results far beyond the previously known limits of any roll crusher. Learn more <https://www.crush-size.de/en/home-english/>.

Job Description

As a member of our Strategy Team, you help to analyze and build-up our commercial business in central asia. You support the headquarter team in Bergneustadt (Germany, North-Rhine-Westfalia) and initiate, develop, and maintain partnerships along Crush+Size's value chain, and you contribute

to the further refinement of our company's overall strategy and go-to-market approach. You'll be our first person on the ground in Central Asia, managing our relationships to the following three categories:

1. **Government:** Creating awareness about Crush+Size's contribution to CO² reduction in the mining industry while achieving greater quality outputs
2. **Distributors:** Maximise sales in central asia through qualified distributors
3. **Strategic End Customers:** Ensuring Crush+Size representation towards strategic top customers, representing the headquarter on top management level

Your top goals during our collaboration:

- **General:**
 - Spearhead and develop our brand awareness through your network to mining players in central asia
 - Represent Crush+Size on fairs and strategic events
- **Government:** Identify, meet and engage with door opening political players, establishing a relationship between Crush+Size and the countries political goals in the mining industry
- **Distributors:**
 - Establish or activate a network of mining operators in central asia and deliver solid partnerships to resellers in central asia and beyond
 - Manage the contractual relationship between Crush+Size and the distributor(s)
- **Strategic End Customers:**
 - Organize and conduct business meetings with our HQ team and top level representatives from mining operators in central asia and represent our brand in central asia, pointing out our USPs to potential partners and customers
 - Develop and maintain a network to strategic customers

Your Qualifications:

- Proven track record in public affairs, market or business development for an international, ideally European or American company
- Proven track record in sales of heavy tech machinery
- Solid understanding of contract details and legally relevant aspects
- Hand-on mentality and interest in closing deals
- Fluent in English, Russian/Kazak as mother tongue, German is a plus, but no must-have

Our offer includes:

- Fast-growing high-tech company with immense chances for international further growth
- Chance to shape the future of mining & recycling
- Help us to create groundbreaking new projects – from scratch!
- An inspiring work environment with sophisticated technology insights
- Attractive, tailored compensation package

Project Start: 1st April 2024

Project End: open

Interested?

Please send us your CV and Application Letter to littau.peter@crush-size.com.