

# Job Description

## Standing Rigging RigPro Specialist

**Location – Preferably Valencia, RigPro Valencia. Other European locations may be considered.**

**Job description:** The Standing Rigging RigPro Specialist (RP Specialist) contributes to provide solutions, expertise, and advice to our customers regarding standing rigging and service, maintenance, and upgrades. Sale of rigging cables and rigging service is a key part of this role as well as sales of other RigPro services. He/she will collaborate with other RP Specialists to manage sailing system projects and accounts.

You will have to be customer focussed and prepared to deliver a sensational customer experience. Our main obsession is the customer and understanding and accomplishing their needs and wants. We go above and beyond what is expected for them, with every employee helping to deliver a sensational experience!

No matter your level of experience, in RigPro we value an attitude that produces innovation and growth for you, your team and the company. Learning and sharing are the two ingredients that generate that attitude. Everything we do is a learning opportunity and sharing allows us all to learn more from each other.

### Main responsibilities

The focus of the RP Specialist is working with the RigPro Valencia composite rigging service operation and supporting customers with sailing system and standing rigging solution requirements. This involves direct customer engagement with a high standard of standing rigging and sailing systems technical knowledge at its core.

- Advise customers on technical matters regarding sailing systems including rigs, standing rigging, and running rigging.
- Technical sales, proposing to customers solutions to their sailing system issues and offering our products and services to solve them.

- Sales starting from standing rigging service and products and expanding to all RigPro and the Group services and products,
- Scope and price proposal to customers
- Follow up with the customer on a regular basis
- Sometimes deliver and close the project with both company, customer, and personal satisfaction (project management)
- An integral and fundamental part of your role will be to share what you know and learn, with the rest of the team also via our digital knowledge sharing system.

## Requirements

- At least five years of relevant sales, technical and/or project management experience.
- English language at professional level
- Effective and excellent communicator
- Passion for sailing and a strong interest in sailing systems
- Knowledge of Spanish and University degree are a plus.

The right to work in the country where the position is available is a requirement to apply for this position.

**RigPro Vision:** *"To inspire people to sail through delivering exceptional products and service solutions"*

**RigPro Mission:** *Make every RigPro experience a great one, with unparalleled customer care. We want to focus on what really matters to the Customer, as well as providing exceptional technical competence and seamless lifecycle care.*