

Sales Manager – East Europe

Our client is a German supplier and manufacturer of appliances, components and system solutions in the compressed air and vacuum technology. A significant business objective is to maintain a long-term security of client's market position, which demands high qualification, motivation and team collaboration. In order to meet the growing challenges from its customers, our client is looking for a Sales Manager – East Europe.

Job description:

- Build up business with customers in East Europe (Poland, CZ, SK, Bosnia-Herzegovina, Serbia, Slovenia, Croatia, Macedonia, Montenegro) and being the representative in this region
- Active consultancy of existing customer contacts (OEM and distributors)
- Acquisition of new customers and making quotations to customers according to the agreement with German headquarter
- Technical support of customers and potential buyers (including smaller repairs)
- Consequent market/competition watching and analysis
- Development and realisation of sales/marketing plans and activities
- Making presentations, preparing and participating in exhibitions
- Giving product ideas to the German headquarter

Requirements:

- Qualification: engineering, business or sales education with a good technical background possibly on air compressors and vacuum pumps or related products
- Very good communication and negotiation skills
- Independence, ability to work under pressure and being proactive
- Used to frequent international business travel
- Fluent English and Polish (optionally basic German knowledge)
- Based in Poland or Czech Republic
- Home office

If you believe you meet the criteria to apply for this role, please send us your detailed CV in English to application@remel-es.de.

If you have any questions, please do not hesitate to contact us under +49 160 68 46 712. Roman Remel will be glad to answer your questions. For further information please visit us at www.remel-es.com.

Please note: All submitted data will be treated confidentially.