

Country Manager (Sales & Service) – France

Our client is an owner-managed internationally oriented German manufacturer of hot runner systems and components in the injection moulding industry. More than 40 years the company has been an international leader of innovations in the plastic processing and a reliable partner for global players as well as small and medium-sized companies. To maintain and enhance the success on the French market, our client is looking for a Country Manager France.

Location: Southeast France (remote working)

Job description:

- Responsibility for sales and market development in France
- Operational sales activities such as acquisition of new clients and maintaining relationship with existing accounts
- Key account management
- Technical consulting and sales of hot runner systems:
 - Preselection of possible hot runner systems
 - Advising design engineers on hot runner system installation
- Service and consultation as for delivered products:
 - Installation of (smaller) hot runner systems in the mould at the customer's site
 - First contact person in case of technical problems at the customer's site (if necessary, scheduling a service technician visit)
- Preparation of visit reports
- Participation in national as well as international fairs
- Coordination of necessary activities (preparation of quotations or service calls) with the headquarters or service partners
- Monitoring the market and competitors
- General administrative and organizational tasks

Requirements:

- Technical degree or business with technical background
- Sales or service experience in injection moulding, mold making or mold design
- Existing business network in medical / pharmaceutical industry would be an advantage
- Independent and structured way of working
- Self-Management
- Strong analytical, communication and negotiation skills
- Sales personality with high enterprising, creative and strategic thinking
- Good command in English (spoken and written), native language in French
- Willingness to travel

This position is a long-term role with high responsibility, strategic significance and a high grade of independence and self-reliability.