

## Sales Manager – Scandinavia

Our client is a German leading international manufacturer of aluminum system solutions for roller shutters, sun protection, roller & sliding doors, windows, curtain walls, and patio roofs. With its headquarters in Germany, and additional locations in North America and Europe, the company contributes to sustainable construction worldwide. Its commitment is to provide first-class quality customized solutions. To ensure further growth on the Scandinavian market, we are seeking of a proven Sales Manager.

**Job location:** Scandinavia / remotely

### Responsibilities:

- Identification of growth opportunities: Responsibility for identifying new business opportunities and markets that drive the company's growth
- Market analysis: You conduct market analyses and competitive analyses to make informed decisions regarding business development
- Customer acquisition: Development of strategies for acquiring new customers and of partnerships to expand the company's customer base
- Relationship Management: Cultivation of relationships with existing customers and partners to ensure long-term customer loyalty and partnerships
- Sales Strategy: Development and implementation of sales strategies to achieve revenue and profit goals
- Negotiations: Negotiation of contracts and agreements with potential customers, partners, and suppliers
- Reporting: Preparation of reports and presentations for the management team to document progress and results related to business development

### Requirements:

- Completed university studies in business administration, marketing, or a related field
- Experience in business development, sales, or marketing
- Strong interpersonal and communication skills
- Negotiation skills and persuasiveness
- Analytical thinking and the ability to use data for decision-making
- Self-motivation and the ability to work independently
- Willingness to travel to meet customers and partners
- Strong intercultural competence

If you believe you meet the criteria to apply for this role and want to be a part of a growing international company, please send us your detailed CV to [application@remel-es.de](mailto:application@remel-es.de).