

Regional Sales Manager - Central Germany

Norit Südmö is part of the Norit Group that is active on the international scene. We employ 300 persons at our Riesbürg, Germany location with performance ranging from manufacturing world-class stainless steel fittings to building fully automatic production plants for the beverage, foodstuffs and pharmaceutical industries.

If you are a team player who appreciates lean structures and uncomplicated decision-making processes and are seeking a position at a company active in the global environment, we are just right for you.

Your duties will be:

In this position, you will be the pivotal contact for all of our customers' order issues in Central Germany (encompassing the 0, 5, 6 and 9 postal code zones). You will be operating from your home office located in the sales territory and report to the sales manager in Germany. Your work will include:

- Servicing an already comprehensive clientele and enlarging it by acquiring new customers
- Supplying an assigned clientele with responsible advice in engineering and commercial issues
- Providing back-up in project launch and co-ordination by working together closely with the company's departments
- Formulating solutions to specific problems in concert with customers and the engineering department
- Responding to and servicing complaints
- Observing the market and competition

The skills you have:

- The successful candidate will have an engineering degree or technical training or comparable commercial training with an engineering background
- You have longstanding experience in national sales of products requiring explanations from the premium capital goods segment, ideally in component sales or plant engineering for the beverage, foodstuffs, pharmaceutical and cosmetics industries
- You have a high level of engineering comprehension and are familiar with the priority industries
- You've got a good feel for customer needs
- You have mastered the common MS Office products such as Word, Excel, Outlook and ERP systems (such as INFOR or SAP)

The successful candidate will have excellent communication skills and a confident and assertive personality. You are a team player with a high level of endurance, commitment and sense of responsibility. You are self-motivated as an independent sales pro in the field service. You don't lose the big picture even in times of considerable work volume and your working habits are dedicated, independent and flexible.

If you have the right qualifications and background, please send us your complete application documents and salary expectations along with the earliest date when you can start (by email wherever possible).

Please get in contact with the person below for more information:

Südmö Holding GmbH

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