

**Titel:**

## **SALES SPECIALIST NORTH (M/F)**

**Location:**

North Germany

**Reports to:**

German Office Manager

**Company:**

Our customer is a leading pioneer in the development of flexographic photopolymer plate systems with more than 40 years' experience

**Main responsibilities:**

- Manages the assigned geographic sales area to maximize sales revenues and meet corporate objectives.
- Establishes and maintains effective relationships with major customers, their key decision-makers, distributors and other stakeholders to exchange information and views and to ensure that the Company is providing the appropriate range and quality of services and products.
- Works closely with the Managing Director and the Sales Director to set up short-term and long-term business plans.
- Prepares business plans and monitor progress against these plans to ensure that the Company attains its objectives as cost-effectively and efficiently as possible.
- Represents the Company in negotiations with customers, distributors, suppliers and other key contacts within the designated sales region
- Develops specific plans to ensure revenue growth in all company's products.

**Competencies:**

- A wide knowledge of the flexo-industry and a good knowledge of the printer customer.
- Entrepreneurship: A "Yes, can do" and "Customer comes first" attitude.
- Excellent team player who likes to work within a family-like atmosphere.
- Able to adapt his workstyle from "hands-on" to "strategic".
- Minimum of five years of related experience with a printing company
- Excellent sales (presentation, negotiation) skills.
- Excellent organizational skills.
- Problem-solving and analytical skills.
- Fluent in German and English written and verbal
- Excellent communication skills (especially interculturality).

**Kontakt**

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