

Greater Munich

Sales Manager (m/f)

An international and well-known printing press manufacturer is looking for a charismatic Sales Manager with industry experience to lead the development of a new business unit for an innovative digital printing press system, designed for the labels & packaging market in EMEA.

Position

- Strategic development of the business unit by systematic customer acquisition, relationship building and establishing of the company as reliable technology partner for relevant target customers
- Formulation of revenue and growth targets in agreement with the division head for production printing machines
- Conception of a target group specific marketing and sales strategy defining suitable sales activities, executed by the sales team
- Responsibility for customer acquisition during the first years until a significant proportion of business relations has been established
- Leadership, role model, and support of the approx. 3-5-person sales team consisting of application engineers and sales representatives
- First internal and external contact for sales questions regarding the new business field
- Meetings with customers and travelling within EMEA
- Continuous analysis of trends, the markets and the competition as well as the monitoring of all sales activities

Requirements

- Extensive market knowledge, comprehensive business network, and relevant international experience in the labels & packaging industry
- Several years of successful sales experience related to capital goods, preferably digital printing machines
- Strategic know-how and experience in setting up businesses units
- Profound know-how regarding digital printing technology
- Currently working in a similar position
- High customer orientation, self-confident appearance and strong customer acquisition and communication skills
- Power of persuasion as well as negotiation and closing skills combined with strong target and result orientation
- Enthusiasm and a high interest in technological innovations
- Spirit of innovation and intuition for trends in terms of future-oriented industry-specific developments
- Project management and leadership competence
- Stress resilience, flexibility and high willingness to travel within EMEA
- Fluency in German and English are required, additional languages are beneficial.

For more information please contact our consultants (including weekends). Absolute discretion and confidentiality are assured at all times.

Please send us your application with the usual documents (resume/cv, your salary requirements and the earliest starting date) via e-mail/mail to: Henriette Pfeifer, Apenberg & Partner GmbH, Ulmenstraße 21, 22299 Hamburg, h.pfeifer@apenberg.de

www.apenberg.de

www.printkarriere.de