

Area Sales Manager with experience from B2B sales of projects in the industry

Lundberg Tech GmbH located in 73489 Jagstzell is looking for an Area Sales Manager who has experience in the sales of investment projects for companies and who wants to become part of a continuously growing group of companies.

We are looking for a person who:

- Has high skills for technical solutions.
- Has experience with B2B sales directly to customers in the industry and sales through agents.
- Has experience from industries that are relevant for Lundberg Tech.
- Has a strong sales attitude and experience in sales.
- Is working goal orientated and with great level of precision.
- Is able to communicate on a high level both verbally and in writing.
- Is able to write and speak English on a high level; other languages are welcome.
- Has IT skills in Word, Outlook and Excel.
- Has experience and knowledge of the cultural aspects in working in smaller companies with a high growth rate.
- Is prepared to have 70-100 travelling days a year inclusive being present on exhibitions and work the number of hours necessary.

Responsibilities:

- Create and follow up on sales leads.
- Prepare, forward, follow up and negotiate quotes.
- Pass orders on to and communicate with the project department.
- Participate in exhibitions and open houses.

We offer:

- A job in a very successful team managed by the MD in Lundberg Tech GmbH and with full support from the staff in the mother company Lundberg Tech A/S in Denmark.
- A sales job in an international environment that will bring you on sales jobs also outside Germany.
- A remuneration package, which is attractive in relation to your skills and experience.

If you want to pursue this great opportunity for a job in a successful company in a growing industry, send your application with a full CV in English to MD Kai Hornetz – kai@lundbergtech.com. Marked: Area Sales Manager Germany. Applications will be reviewed as they are received, so please send your application as soon as possible.

Lundberg Tech (www.lundbergtech.com) is a worldwide supplier of vacuum waste handling solutions that capture, convey, cut, collect and compact waste from all kind of process machines. In our factory in Denmark we are manufacturing cutters and granulators as well as manufacturing and assembling parts for our product programme within cutters/granulators, stand-alone units and central waste handling systems. On group level, we have more than 25 employees and a turnover in excess of EUR 7 mill. In recent years, we have experienced growth rates of 50% and the financial situation of the company is solid as well.