

Titel:

SALES DEVELOPMENT MANAGER - DACH (M/F)

Region:

DACH

Reports to:

Sales Director DACH

Company:

Our customer is a global thinking company with nearly 3.000 motivated employees. Our customer developing breakthrough technologies for the manufacturing of signage, packaging, textiles and personalized documents, with a wide range of printers, inks, digital front ends and a comprehensive business and production workflow suite that transforms and streamlines the entire production process, increasing competitiveness and boosting productivity.

Main responsibilities:

- Development of new business for MIS products and services while expanding business in existing accounts. Accountable for selling the suite of products and services directly to end users within an assigned territory
- Manage development of prospects and successful completion of new business sales for software license agreements and consulting services
- Manage assigned accounts to result in the sale of continuation of license/maintenance agreements, product upgrades and ad-on products
- Execute sales, marketing and support strategies/models to achieve goals
- Liaison with other sales teams to leverage resources and capabilities
- Provide timely and accurate territory reporting and forecasting to management
- Provide regular feedback to marketing, engineering and manufacturing
- Further develop the market presence in a creative and entrepreneurial style
- Prepare and present a business plan and territory review twice a year

Competencies:

- Minimum 6-8 years sales experience with proven track record of successful sales performance preferably in high value capital goods and services and / or (Digital) printing markets
- Capability to leverage relations and (y)our knowledge of the accounts
- Highly dynamic and motivated professional with excellent presentation, communications and interpersonal skills
- Graphic Arts / printing industry experience is a plus
- Bachelor's degree or equivalent work experience
- Good communication skills
- Fluent in English and German

Contact:

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