

Titel:

Country Manager DACH (M/W/D)

Place of residence:

Hamburg

Region:

Germany

Reports to:

General Manager BU Europe

Company:

Our customer is a leading global provider of superior handling and storage solutions. Renowned for excellence and innovation since approx. 50 years, our customer specializes in producing large-volume pallet boxes of unrivalled durability and quality.

Your Tasks:

- Leading the sales and market team in D-A-CH in line with values and KPI´s
- Implement strategy and develop and build a network of new product segments & market areas to accelerate growth.
- Create and apply an operational business plan to develop and drive our customer base in our key market segments
- Managing key accounts
- Develop and build a network in new segments/industries to accelerate growth
- Drive Sales through customer facing visits and utilize social media opportunities
- Engage in culture of working as a team supporting each other to grow the business
- Achieve sales objectives, sales targets and meet agreed KPI´s

Position Requirements:

- Business orientated with proven negotiation skills
- Excellent level of commercial skills
- Self-motivated with strong work ethic and exceptional collaboration skills
- Excellent communicator at all levels with strong interpersonal skills
- Personal responsibility and commitment
- Willingness to travel as required to grow the business

Your Profile:

- Creative thinker in planning, proposing solutions, solving problems with solution orientation
- Good technical understanding
- Team player who enjoys and strives in cross functional meetings
- High emotional intelligence with strong social skills
- Good managerial competence
- Fluent in German and English languages, spoken and written
- Experience of minimum 4 years within the packaging / logistics industries
- B.A. in Business Management or economics or other relevant B.A.

Kontakt

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