

AREA SALES EXPERT

The publicly listed Semperit AG Holding is an internationally oriented group of companies that develops and manufactures polymer products and sells them in over 100 countries worldwide with its two divisions, Industrial Applications and Engineered Applications. The Industrial Applications division focuses on industrial applications with highly efficient production and cost leadership; they include hydraulic and industrial hoses as well as profiles. The Engineered Applications division comprises escalator handrails, conveyor belts, cable car rings, other engineered elastomer products as well as the Rico Group and focuses on customized technical solutions. The traditional Austrian company was founded in 1824 and is headquartered in Vienna.

Regional Sales Manager Profiles [Americas]

Semperit America's is seeking an experienced Sales Manager to support the growth of our Profiles [Seal] business.

As Regional Sales Manager-Profiles, we expect you to be responsible for building new and existing business throughout the defined territory which includes North America and Canada and within the target customer category of industrial and construction profiles and seals (OEMs, EPC companies), securing orders to effectively meeting objectives, ensuring the products meet market demands, customer requirements and aligns with the strategic direction of the company.

Regional Sales Manager, Profiles is responsible for managing the sales process to all direct accounts in the allocated sales territory.

Given the new investment in the Profiles BU in the region and the incumbent's existing experience, this role will also be responsible for working closely with the investment project team and ensuring the market and the customers are considered in product development, design and other market requirements.

The overall objective of this role is to increase overall performance of the organization by creating strong customer relationships and new customer partnerships for Semperit Industrial organization. Develop and maximize Semperit presence and market share in designated accounts and territory. Drive continuous improvement and lead change in Semperit's regionalization transformation.

Key Responsibilities:

- Support the regional [AMR] commercial effort within the construction and industrial seal market for all OEM / EPC customers.
- Detect and develop new business opportunities both in terms of market coverage, product portfolio and go-to-market to ensure a profitable growth within the industry.
- Work effectively with internal support departments to promote sales for new and existing customers to maximize Semperit's visibility within the industry.
- Identify industry trends and new product norms in the region.
- Take responsibility for accounts which require high technical expertise, especially during the acquisition phase or on projects and tenders.
- Attend conferences and professional association meetings to promote Semperit products and the brand.
- Work closely with different technical departments (PM, R&D, AE, Chemists) and global sales teams across multiple business units and factories.

- Competitor Intelligence and understanding of market strategies, etc.
- Support technical departments by solving customer complaints and provide analysis and claim letters in a timely manner.
- Ensure that reports and presentations are provided in a timely manner.
- Align and coordinate all “Global” OEM accounts with respective BU Commercial Directors.
- Synthesize intelligence on customers and competitors.
- Work with internal counterparts to bring new business opportunities to realizable and profitable sales within the region. Manage and validate need for new products/changes to existing products by advocating the “voice of the customer” and partnering with the innovation team to coordinate product development and testing.

Requirements:

- Engineering Degree and MBA preferred.
- Minimum 5 years work experience in the construction industry either in sales or technical sales roles.
- Frequent Travel
- Fluent in English

Benefits:

- Medical
- Dental
- Vision
- Life Insurance
- 401(k)
- 401(k) matching
- Disability Insurance
- Paid Time Off
- Paid Holidays

We are an Equal Opportunity Employer. All qualified applicants will receive consideration for employment at Semperit without regard to race; creed; color; religion; national origin; sex; age; disability; sexual orientation; gender identity or expression; genetic predisposition or carrier status; veteran, marital, or citizenship status; or any other status protected by law. Semperit is proud to be a drug-free employer.

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