

# SALES MANAGER – SOUTH EUROPE

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 customised technical solutions. The traditional Austrian company was founded in 1824 and is headquartered in Vienna.

Area Sales Manager South of Europe

Sempertrans

Sempertrans, tier one manufacturer of conveyor belts belonging to the Semperit group is searching for its Area Sales Manager (ASM) for South of Europe. The ASM will be responsible for building new and existing business throughout the defined territory which includes France, Portugal, Spain, Italy, Greece, Israel and within the target customer category, securing orders to effectively meet objectives, ensuring the products meet market demands, customer requirements, and aligns with the strategic direction of the company.

Key Responsibilities:

- Managing the sales process for customers from quotation through negotiation to closing profitable sales deals
- Building and maintaining effective relationships and growth with new and existing customers and stakeholders which create value and build transformational long-term partnerships
- Maintain existing customer base and grow profitable growth with new and existing customers
- Continually seeking and developing opportunities for the introduction of new products and services to customers
- Coordinating with technical team to ensure superior product performance for customers
- Sharing customer and market insights with relevant teams to better understand market requirements and improve Semperit offering
- Carrying out any other duties which are within the employee's skills and abilities whenever reasonably instructed
- Timely and thoroughly planning sales calls/visits in advance and documenting all customer activity in Salesforce.com as per business guidelines
- Promote Semperit brand and help building recognition while always maintaining Semperit's values
- Assist with customer events (fairs, exhibitions, trainings, etc.)
- Travel is required and an integral part of this job

Educational Background/ Professional Knowledge and Experience / Other skills:

- Degree in Business with technical aptitude or Engineering with business aptitude
- > 5 years or equivalent sales experience, aggregates, material handling
- Ability to handle Key Accounts, End customers and Distributors
- Fluent in French and English. Portuguese, Spanish or Italian would be a plus

Benefits:

We offer an interesting challenge and attractive employment conditions in an international organization with production sites in Europe, the USA, and Asia. Good opportunities for further development and comprehensive

training are guaranteed.

We are an Equal Opportunity Employer. All qualified applicants will receive consideration for employment at Semperit.

## **Ihre Vorteile**