



MARTIN ENGINEERING GmbH
with registered office in lovely
Walluf (near Wiesbaden) is the
German head office of one of the
world's leading manufacturers
of components and systems to
optimise bulk material conveyor
equipment. Bulk material is very
important around the world in
many industrial fields

We are seeking the following as soon as possible

Sales Manager (m/f) for Region DACH

After your intensive training course where you initially became acquainted with the responsible persons, the company culture and the product portfolio, you took over this management position. With the support of your competent in-house and field service team and the technical service you assumed responsibility for your region. You handle key accounts, acquire new customers and expand the dealer network. You also conduct product and market analysis and contribute to strategic decisions, such as for launches of new products. You budget and monitor sales activities and report to the management. You collaborate closely with other departments, such as marketing.

Your ideal profile

- Qualified technical training with management background
- Several years international professional sales experience in a mechanical engineering and/or process plant engineering company
- In-depth knowledge/experience in structural steelwork or conveyor technology an advantage
- You are a self-assertive and convincing sales professional
- Clear communication and pragmatic actions are self-evident
- You combine entrepreneurial thinking and customer orientation
- You are distinguished by single-mindedness, initiative and the ability to organise yourself and your work
- Ready to travel, openness to other cultures and good English language skills (ideally also other languages) allow you also to successfully tackle this multifaceted international business challenge

Do you recognise yourself in this profile?

If you do please apply by email to Melanie Scholz, Human Resources Manager, Martin Engineering GmbH, In der Rehbach 14, 65396 Walluf. E-mail: melanie.scholz@martin-eng.de