

Area Sales Manager – Southern Germany, Austria & Switzerland

Are you the self driven sales talent in Germany that will convince customers that our high-tech robotic packaging solutions improve the performance of their production lines and deliver the highest lifetime value? If yes, apply to become part of the International Sales team of PWR!

This will be your job

From a homebased position in Southern Germany you are responsible for delivering sales primarily within the South German, Austrian and Swiss Territories in line with a defined sales target. With a customer centric attitude and a proven ability to engage customers, you will draw out their needs and communicate complex technical issues in an easy to understand, value added way. You will manage independently the full sales process from lead generation through to order placement and account management. With passion, problem solving and creative thinking skills you make decisions that enable you to build strong mutually beneficial business relationships with customers, colleagues and suppliers. You are part of an dynamic international team of sales managers, located in the Netherlands and UK.

Success is yours by:

- Establishing and developing customer relationships to deliver on target sales with existing PWR customers and new customers within the defined territories.
- Developing and maintaining a sales pipeline that will ensure long term business growth.
- Providing detailed and accurate sales reports to enable the PWR concepts team to develop customer specific robotic automation solutions.
- Keeping up to date on administrative responsibilities such as CRM & expenses.
- Working as a member of the PWR sales team to provide efficient and effective customer service delivery to all accounts within the defined customer base

What we ask of you

- 10 years' proven success in a solution based, capital equipment sales role, Food/ FMCG packaging machinery industry preferred.
- Excellent technical, analytical, interpersonal and communication skills.
- Proficient level of computer skills including Microsoft 365 (Word, PowerPoint, Excel, Onedrive and outlook etc)
- Valid driver's license and good driving record is required.
- Living in Southern Germany, with good road access to Austria and Switzerland
- Native speaking German and fluently English
- Flexibility with working hours and overnight travel is essential

You will get this from PWR

- Working for a technically advanced, customer centric organization where innovation plays an important role.
- A homebased fulltime job with a matching basic salary and uncapped commission, 25 holidays and a company car
- Join #teamPWR; pleasant ambiance, friendly and enthusiastic colleagues with yearly and seasonal activities



Convinced we will be a good match

Now it is up to you! If you want to know more, please contact Rosemarie Tekampe, HR Manager. If you want to apply directly, send an e-mail with a short motivation and CV to recruitment@pwrpack.com. See you soon!

About us

PWR is the specialist for custom-made automated robotic packaging solutions in the Food industry. We are specialized in high speed packaging of products with Delta robots. Our products are premium technical solutions of which we master the technology which we constantly develop.

We understand our customers' needs by engaging with them throughout the entire process. With the most up to date technology we ensure the highest running efficiencies, minimum down time, low cost of ownership and the best price to value ratio in the industry. A good relationship with our customers is a vital part of our company.

PWR is active globally with our head office located in Ede, central in the Netherlands. Check our website for more information www.pwrpack.com

Ps. With this vacancy we like to recruit our new colleague. Acquisition following this job opening is not appreciated. We treat every application confidential and will handle your details likewise. We will never without permission share your personal details with third parties. We only use your data to process your application and match you with one or more vacancies. We will save your data until 4 weeks after ending the application process. Only with your permission we will save your data until 12 months after ending the procedure. You can contact PWR at any time with a request to remove your data or withdraw your permission.

