

Commercial Manager

Are you an inspirational and motivational Sales Leader? Do you have a talent for organizing, communicating and motivating a sales team and agent network? Can you think ahead and have a clear focus on sales and business development? Then PWR has the perfect role for you as our Commercial Manager!

The role

As Commercial Manager, you are responsible for the growth of PWR Pack's sales worldwide. You are managing the commercial strategy and leading the commercial team. Your personality is "stand out" and you have a goal-oriented approach, you know how to guide your team in a professional and skilled way.

The world in which PWR operates is developing rapidly and has innovated strongly in recent years. The focus for the Commercial Manager is creating added value in the entire manufacturing process, from machine to product and initiating improvements. The ultimate goal is a satisfied customer with revenue and margin growth for both parties.

Due to the growth ambition and potential, an important aspect of this position is developing the commercial team to the next level, in terms of content, process and organization.

As a stimulating people manager with natural leadership, you are a coach for the entire team and you provide support in generating new business, maintaining and expanding existing relationships, with the aim of achieving the set targets & sales objectives.

You closely follow the market and product development and translate these into innovative sales and marketing strategies. Within this position you report to the Managing Director and you are a member of the Senior Management Team who are tasked with setting the strategy of the company.

Success is yours by:

- Member of the executive team (together with CEO and COO), and as such co-responsible for strategy, policy and operations as a whole and especially responsible for international sales and marketing;
- Development of a marketing and sales strategy for the coming 10 years;
- Development of a product management strategy;
- Sales growth and margin;
- Evaluation and professionalization of the sales team;
- Leading the organizational change in CRM and development of account management;
- New sales and business development;
- Coaching and leading the PWR sales team as well as the agents.

Having the following competencies:

Conceptual thinking, entrepreneurship, generation vision, organizing ability, leadership qualities, reliability and quality orientation.



What we ask of you:

- Technical University Master's degree or University Master's degree in Business Economics with demonstrable good knowledge of capital equipment;
- At least 10 years' experience in a commercial function with multi regions responsibilities in Europe and USA;
- Sales experience in capital goods;
- Proven track record in commercial (change) management;
- Education and/or proven experience in marketing of capital goods.

You get this from PWR:

- Working for a technically advanced organization where innovation plays an important role; who wouldn't want that?
- Join #teamPWR; pleasant ambiance, friendly & enthusiastic colleagues and yearly company activities;
- A fulltime job position (40 hours/week) with flexible working times and of course a matching salary and secondary employment conditions (25 vacation days, 13 ADV);
- Focus on personal vitality (budget for sports), development and education.

Convinced we will be a good match?

Now it is up to you! If you want to know more, please contact Jan-Willem Tent, Recruiter a.i. 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 you 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.

