

Top address in the machine tool industry

Sales Manager (m/f)

Slovakia

The company:

- Slovak subsidiary (currently still under construction) of a German mechanical engineering company with an international scope
- first address in a special segment of the machine tool industry (machining)
- leading with technologic innovation and excellence
- **place of work:** Slovakia (home office, e.g. in Trnava/Martin)

The tasks:

- assume responsibility for the sales of a broad range of machine tool products in the Slovak market with the aim to raise turnover and revenue
- gain new customers; manage, counsel and develop existing customers and focus on customer-specific systems solutions and modular standard machines
- consistently identify new customer requirements and develop a professional sales strategy under consideration of local requirements
- create analyses of the market situation, demands and competitors
- prepare and lead order and price negotiations
- hold presentations, trainings and seminars and take part in trade fairs
- interface with our Sales Management as well as the in-house technology team

The requirements:

- degree in a field of engineering (ideally mechanical engineering) or comparable education as well as solid know-how in economics
- successful track record in selling machine tools (lathing, grinding, milling and cutting tools, machining centres etc.), clamping devices or other tools
- excellent knowledge of the Slovak market
- integrity, social competence, communication skills and sensitivity for customer requirements
- loyal, business-focused personality with confidence to present results on all hierarchy levels
- team player with stamina and a drive for sustainable business success
- intercultural mindset
- fluency in English, ideally good knowledge of German
- willingness to travel

Your next step:

Are you interested? Please send us your full application, with the reference no. **18-112**. For further information, please contact our consultant **Sebastian Hergott**. Your application will be treated with complete confidence.

Dr. Schmidt & Partner

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