



WE THINK LIGHT FOR YOU

Area Sales Manager D-A-CH (m/f/d) in Schorndorf

When a luminaire is switched on anywhere in the world, Vossloh-Schwabe makes a decisive contribution to ensure that everything runs smoothly. We are developers and manufacturers of LED systems, i.e. we deal with everything that is needed to illuminate any life situation. With almost 1.000 employees, the Vossloh-Schwabe Group is a technology leader with several international production sites and a global sales network.

Your tasks

- Regular personal visits to customers to present new or modified products
- Development of the defined market area
- Acquisition of new customers by researching potential projects and visiting trade fairs
- Continuous market monitoring as well as recognizing and utilizing market potentials
- Conducting price negotiations on your own responsibility
- Negotiation of framework contracts and supply contracts
- Responsibility for margins and sales in your sales territory
- Close monitoring of receivables terms and conditions
- Participation in coordination processes with sales, development, purchasing and production

Your profile

- Successfully completed studies (Bachelor) or education with further training as a technician
- Several years of professional experience in sales of electrotechnical products, especially in developing new markets and customers
- Distinctive commercial knowledge as well as basic technical understanding
- Distinctive Knowledge of the products and technologies of the professional lighting industry as well as of the lighting market and our competitors
- Communication and negotiation skills
- Very good written and spoken English as well as a confident handling of the common MS-Office applications
- Structured way of working, initiative and independence
- High willingness to travel to customers in the area of your responsibility

Your benefits



Challenging
and versatile
activities



Mobile working
up to two days
a week



Promotion of
professional
development



Allowance
for company
retirement plan



Discounts
via our
employee store



Company events

We are looking forward to receive your complete application documents, ideally in one file, stating your salary expectations and availability to Nadja Dobelmann at jobs@vossloh-schwabe.com