3953 6558 Sales Manager (f/m/d) - refrigeration and building control technology Introduction  
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Eckelmann AG, based in Wiesbaden, is a medium-sized automation partner for machine, device and plant construction. Your focus is on the development and series production of optimized control solutions for machines as well as the system integration and programming of control and automation systems.  
The refrigeration and building control technology division provides the European market with one of the leading control systems for commercial refrigeration systems. The automation of refrigeration systems in supermarkets and cold stores is just as much a part of the range of services as the automation of commercial buildings. The connection of the building to an efficient, higher-level building control system and the modern services round off the portfolio. Customers include European market leaders in the construction of refrigeration systems and refrigerated cabinets, craft businesses, engineering and planning offices as well as general contractors and project developers.  
Our sales managers enjoy meeting new people every day and maintain contact with our existing customers with the same joy. They can convincingly explain complicated technical contexts to our customers. They love challenges and know that they can count on the support of their colleagues and managers.  
If you feel addressed, enjoy selling and would like to contribute your personality and skills to our team, then look no further. Apply to be a Sales Manager (f/m/d) at Eckelmann AG Kälte- und Gebäudeleittechnik. We look forward to seeing you.  
  
  
Your tasks  
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 - Identification of potential new customers  
- Development of customer care strategies and their implementation  
- Observation of the market and the customer environment  
- Independent preparation of annual sales and earnings planning  
- Representative of our company at trade fairs and other events  
- Professional (technical/commercial) advice to the customer  
- Creation of offers for new customers (and existing customers)  
  
  
  
  
your profile  
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 - Qualification as master craftsman, technician, technical college degree, or comparable experience, preferably in the field of refrigeration or air conditioning technology or building automation  
- Several years of experience in the relevant, preferably international market environment  
- Experience in sales of capital goods  
- Knowledge and experience/know-how of modern sales methods  
- Very good communication skills  
- Experience in project management desirable  
- Good computer skills (MS Office/SAP or comparable)  
- Traveling  
- Very good knowledge of the German language, both written and spoken, and at least good knowledge of English  
  
  
  
  
our range  
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 - The security of a large, medium-sized group of companies and a distinctive corporate culture  
- Comprehensive training (training plan)  
- Varied and challenging tasks, hands-on mentality  
- Pleasant working atmosphere, appreciative communication culture  
- Opportunity to work remotely (currently 2 days a week)  
- Flexible working hours  
- Eckelmann Benefit Mastercard  
- (PrePaid Mastercard, which is charged every month with 50 EUR net as a benefit in kind add on to the salary)  
- Training courses and workshops based on a personnel development concept  
- Canteen lectures  
- Summer and Christmas parties (taking current Corona regulations into account)  
- 30 days holiday and special leave for various occasions  
- (E-)bike &amp; IT leasing (approx. 30% discount on new devices compared to private purchase))  
- Own canteen supply (incl. breakfast offers)  
- free coffee, Sales-Manager/in None 2023-03-07 15:58:39.564000