

1. Sales Manager:in new markets/solutions

Location: Graz, AT

Company: AVL List GmbH

Job function: Sales / Business Development

Contract type: Permanent

Date: December 18, 2023

Job ID: 29195

YOUR RESPONSIBILITY:

- Development of new sales potential as well as establishment and maintenance of new and existing customer relationships
- Organization and execution of the entire sales process
- Creation and delivery of strategic sales plans and management of the pre-sales process
- Responsibility for maintaining the CRM system (accounts, contacts, opportunities)
- Adaptation of the offer to customer/market needs and identification of deviations
- Ensuring defined profit and sales growth
- Responsible for customer communication and establishing realistic customer expectations
- Carrying out ongoing reporting (such as customer contact reports)
- Ensuring a professional handover to project managers
- Supporting all commercial activities with customers
- Participation in 'non-sales' activities (final meetings, customer satisfaction analyses, etc.)

YOUR PROFILE:

- Completed technical studies in the field of mechanical engineering or electrical engineering
- At least 8 years of active sales experience in a technical B2B environment
- Proven track record in new business areas and technologies
- Very good communication skills as well as a confident and convincing appearance
- Independent and proactive way of working
- Excellent knowledge of English and German (or another national language)

WE OFFER:

- Home office
- Flexible working hours
- Company canteen
- Award-winning training programs
- health Management

- Parental & educational leave

Annual salary: Due to the Austrian Equal Treatment Act, we are obliged to state the annual salary (full-time) intended for this position as a basis for negotiation: €75,000.00 gross. The classification is carried out in accordance with the collective agreement for employees in the industry (vehicle industry association). However, we definitely offer market-based pay depending on qualifications and professional experience.

<https://jobs.avl.com/job/Graz-Sales-Managerin-new-marketssolutions/950614801/>