

JOB ADVERTISEMENT SALES MANAGER

We are a young, innovative company specializing in comprehensive services in the areas of certification, inspection, testing, and training. Our service is based on the highest quality standards, and we aim to always provide our customers with top-notch solutions. To drive our growth and strengthen our presence in the international market, we are seeking a motivated and experienced Business Development Manager who shares our vision and will support us in achieving our goals.

<p>OUR AREAS OF ACTIVITIES</p>	<ul style="list-style-type: none"> • Quality Management • Environmental/Energy Management • Occupational Health and Safety • IT • Automotive Technology (Functional Safety, Cyber Security) • Food Safety/Quality • Product and Process Safety • Administration/Corporate Management
<p>YOUR DUTIES</p>	<ul style="list-style-type: none"> • Identifying and tapping into new business opportunities and markets domestically and internationally • Building and maintaining customer relationships while actively nurturing existing ones • Developing and implementing sales strategies to increase revenue and market presence • Analyzing market and competitive trends to derive actionable insights • Participating in trade shows, conferences, and networking events to enhance the company's profile and acquire potential business partners • Collaborating closely with internal departments such as sales, marketing, and product development to ensure a holistic and customer-centric strategy
<p>REQUIREMENTS</p>	<ul style="list-style-type: none"> • Completed degree in Business Administration, Industrial Engineering, or a comparable qualification • Several years of professional experience in Business Development or Sales, preferably in the service industry • Demonstrable success in establishing and expanding business relationships as well as achieving revenue targets • Strong communication and negotiation skills, along with a confident demeanor in an international environment • High level of self-motivation, goal orientation, and teamwork ability • Willingness to travel internationally for business purposes

WE OFFER	<ul style="list-style-type: none"> • An exciting and challenging role in a dynamic work environment • Flat hierarchies and short decision-making paths that enable autonomous work • Attractive compensation with performance-based bonus schemes • Continuous training opportunities and individual development prospects • The opportunity to actively contribute to the growth and success of the company
INTERESTED?	<p>Then we look forward to receiving your comprehensive application, including your salary expectations and earliest possible starting date.</p> <p>We value diversity and equal opportunities and welcome applications from all suitable candidates, regardless of gender, age, origin, religion, disability, or sexual orientation.</p>
DESIRED START DATE	<p><input checked="" type="checkbox"/> Immediately</p> <p><input type="checkbox"/> Starting from</p>