

## **Job Description**

**Position** – German Sales Executive

**Reporting to** – reporting to the International Sales Manager in the first instance, who reports to Sales Director

### **Outline of Job requirements**

Sales Executive will work as part of the sales team and will be looking after a part of the German market due to expansion in the area.

### **Duties to include but not limited to;**

- The generation of new business within an area and within the sectors and on the terms specified by the International Sales Manager.
- Managing accounts of existing customers.
- Key Member to the sales team.
- To assist in developing the sales and marketing strategy include advertising and promotion.
- Raise the industry profile of the company to current and prospective customers.
- Win business at or above the companies minimum approved margins (unless by prior agreement).
- Introduce new business from prospective accounts and to regenerate business from dormant accounts.
- Investigate and progress new markets and opportunities.
- Attend exhibitions and visit customers as required.
- Achieve budgeted monthly sales targets.
- To work closely with the Sales Manager to help form a successful Sales Team.
- Project manage order in conjunction with the Production/Manufacturing team
- General office administrative duties.

### **Essential Requirements:**

- Speaking and writing in German language to a native level. (any other languages would be an advantage).
- Good level of education
- Good general knowledge of computer skills

**Preferred Requirements:**

- Drive and determination
- Good communication skills, both written and verbal
- A creative approach to new campaigns
- Good negotiating and interpersonal skills
- Strong organisational skills
- A high standard of computer literacy
- Hard working and dynamic character
- Good time keeping
- Ability to learn quickly
- Comfortable with sales environment
- Ambition

**Days / Hours of Work,**

Monday – Friday: 8.00am – 17.00pm (Lunch 1.00pm – 1.30pm)

**Salary**

Starting TBA, with a view to be reviewed after a probationary period.

Commission based on sales received from nominated area. 1% on target, 2.5% above target

**Start date:**

ASAP