

Job Description

BUSINESS UNIT	NIS
DEPARTMENT	Sales
JOB TITLE	NIS Germany Sales Director (m/f/d)
LOCATION	Hennef
REPORT TO <i>(job title)</i>	ISA Leader

JOB PURPOSE

- Drive and achieve local BU sales growth targets for the business unit.
- Lead Sales Team in setting and achieving Orders targets.
- Prospect potential professional customers, offer technical solutions according to the customer's needs and specifications, and negotiate commercial terms of sale.
- Provide the interface between the customer and the teams within the company, dealing with commercial, technical, financial and legal aspects according to the applicable regulations and any time, cost or quality constraints.
- Ensure compliance with the general procedures of the Group in all areas of work (Anti-Corruption, Ethics, Trade Compliance, Legal, Financial, etc.).

JOB DETAILS

The job holder should:

- Set/ manage goals/objectives for all assigned product lines, sales teams and sales managers within the country, in order to achieve agreed volume, discount and growth targets. Monitor competition in the market and keep abreast of changes in the environment.
 - According to the customer's needs and specifications, and negotiate commercial terms of sale.
 - Provide high-level interface between the Customers and the teams, dealing with commercial, technical, financial and legal aspects according to the applicable regulations and any time, cost or quality constraints.
 - Strategic and administrative leadership of NIS sales and marketing activities in Germany, including, amongst other things, final accountability in country for all price/ discount decisions, and project pricing decisions. Manage and control operating expenses and assets in accordance with the country budget. Manage all pricing, incurred spend budgets and expenses within DoA's.
 - Provide leadership to all NIS sales employees in Germany for personal and business development.
 - Establish and maintain reporting systems to forecast bookings, sales and project potential.
 - Participate in the annual budget setting process and be able to comment on bookings, sales, GP, OP as necessary.
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EXTERNAL & INTERNAL RELATIONSHIPS

External

- Customers and Suppliers.

Internal

- Research & Development, Procurement, Legal (commercial law), After-Sales Service.
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TRAVEL REQUIREMENTS

Areas & Frequency

- Everywhere in the Country of scope.
 - SubBU's and BU's Headquarters.
 - Any other business trip that would be necessary for the execution of the Job's duties.
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REQUIRED QUALIFICATIONS AND EXPERIENCE

Education and Qualification(s)

- Preferred degree in Engineering in Power & Automation.
- At least 7 years of experience in commercial negotiations, in the sale of technical products and in the sale/execution of Power and Automation Projects.
- Knowledge of marketing, management and commercial law (price regulation).
- Solid understanding of the field of activity and knowledge of the market. Familiarity with the requirements of professionals in relation to Systems and their end customers.
- Excellent communication and negotiation skills, as well as analytical and summarizing skills.
- Ability to work independently, but also as part of a team.
- Use of integrated management software.

Experience

- Minimum of 5 years in Sales of Automation Systems/ VFD/ BESS.

Language(s) & level

- German and a good command of English.

Place of work

- Hennef area.

PERSONAL QUALITIES (preferred)

- Mastery of sales, marketing and negotiation techniques.
 - Excellent interpersonal and listening skills.
 - Independent and dynamic.
 - Conviction and ability to persuade.
 - Ability to connect with and relate to customers at high levels also.
 - Enjoy a challenge and work well under pressure.
 - Eloquent in speech and writing.
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Your contact:

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Important:

As a first step, please send a one-page short profile only, as PDF file by email. Please do not send any full documentation or standard paper mail. Thank you very much.

We respond to each and every legitimate application – **promised!**