

Opticon Sensoren GmbH is the German sales organization of a Japanese technology company with HQ in the Netherlands. Opticon is one of the few globally active manufacturers with its own scanner technology and quality products in the areas of automatic identification, ESL and digital signage.

To build up and strengthen our sales team in D/AT we are looking for our location Dietzenbach for the next possible time

an entrepreneurial thinking and acting leader as a

SALES MANAGER (M/F/D)

Here's what you can expect in this exciting position:

- Goal-oriented development, leadership, promotion and advancement of the sales team with responsibility for sales and results
- Newly established and disciplinary leadership, coaching and further development of the team you have put together yourself with up to approx. 4 employees
- Preparation of sales budget planning, management and control for sales and marketing activities
- Development, realization and implementation of future-oriented sales concepts and strategies
- Optimization of existing sales channels on the basis of strategic corporate objectives
- Review and, if necessary, change existing processes and procedures
- Sales management and personal support of selected key accounts
- Responsibility as idea generator, coordinator, moderator and decision maker
- Hunter mentality and desire to acquire new customers
- Derivation of the sales strategy from the corporate strategy and implementation of the goals in multichannel sales in the D/AT area
- Systematic market and competition observation, preparation of target group and competition analyses; development of measures for further growth
- Annual budget and revenue planning for sales; reporting of results to management

Our offer:

You can expect a varied, challenging and interesting job in a friendly, committed small team. In a pleasant working environment, you will find a workplace that offers you a high degree of independence and your own creative freedom.

Our compensation package:

- Attractive fixed salary
- An interesting and varied job in a complex environment
- Open communication culture with flat hierarchies
- Personal development in a highly motivated and qualified team with a good working atmosphere
- Flexible working hours
- Company car
- Parking space
- Free drinks and coffee
- Company pension scheme

This is a full-time, permanent position.

Do you feel addressed?

- Continuous improvement of internal sales processes and organizational sales structures to ensure the highest level of customer satisfaction
- Close cooperation with the existing office management

You should have the following qualities for this position:

- Management experience or recognizable leadership personality with creative drive, role model function and high customer orientation
- Commercial training, ideally completed university studies
- Several years of proven successful management and sales experience, ideally in the Auto ID industry
- Existing network in the target industries that are important for us
- Confident in the use of MS Office and reporting systems as well as ERP systems
- High target and result orientation
- Intercultural competence and business fluent German and English
- Very good communication skills and customer orientation

Then please send your complete application documents including photo, salary expectations and earliest possible starting date to:

Opticon Sensoren GmbH

Attn: Alexandra Hauers

Lise-Meitner-Straße 1 63128 Dietzenbach

Or by mail to:

alexandra.hauers@opticon.com

