

SALES PROJECT MANAGER

The Senior Sales Manager is responsible for selling leading, industry-specific solutions for automated warehouses and distribution centres, including the following fields of responsibility.

AUFGABEN

- Market monitoring in the assigned markets/industries to identify potential customers for materials handling solutions of TGW Systems Integration
- Contacting potential customers to find out and document the employee, item and cost structures of the existing distribution channels for finding possible solutions
- Identification of decision-makers, consultants and operators/ users within the sales process and determination of the influence they have on the sales process
- Participation and collaboration in market-relevant activities and decisions, collaboration with the Head of Sales
- Organisation, participation in and contribution to marketing-relevant activities, such as exhibitions, trade shows, reference visits etc., to generate contacts and inform potential customers about our products and services and their advantages
- Determination and documentation of the project potential and of the system limits as well as development of a concept for possible solutions and presentation of advantages for our customers in collaboration with the Systems Designer
- Documentation of the customer status in the in-house CRM system Navision to permit the management access to the status of potential customers regarding current chances, quotation price and fixed price offers
- Execution of the project monitoring process (Bid/ No Bid) to identify whether a project is interesting for us, i.e. decide with the Head of Sales if a concrete project is handled
- Project monitoring and analysis of concrete customer requirements
- Execution of the offer monitoring process, i.e. for approval of the offer/ calculation (Offer Review) and approval for contract negotiations (Risk Review)
- Work with the Head of Sales in carrying out a strategic planning to win the project, including resource planning, cost planning, scheduling and function planning
- Being the interface, during the strategic planning, between the customer and the Head of Sales, ensuring a successful project
- Ensuring that the defined sales process is complied with in the offer phase
- Coordinate with related department initiatives such as IT, System design, gather resources and sign the contract successfully. Handover with realisation department and after sale service department
- Support project manager to gather clients' project payment
- Compliance with regulations/ specifications regarding calculation and commercial terms of the Managing Director or his representative

ANFORDERUNGEN

- 5 or more years material handling industry working experience
- Strong communication ability
- College or high level
- Can work under high pressure
- Good spoken and written English
- Understand how to sell complex projects
- Understand clients' needs in warehouses and distribution centres

Ihr Ansprechpartner
für diesen Job:

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