

SALES MANAGER (M/F)

TGW Logistics Group is a leading global systems provider of highly dynamic, automated and turnkey logistics solutions with headquarter in Marchtrenk, Austria. With 26 entities and approximately 3,300 employees worldwide, the foundation-owned company implements logistics solutions for market leading companies in various industries.

For the location of the TGW in Rotkreuz we are looking for an experienced and responsible sales personality. In this function, you advise our customers on the way to the optimal solution and develop tailor-made intralogistics concepts in a dynamic team.

TASKS

- Manage material handling projects in the sales phase
- Establish binding relationships with decision makers on all levels
- Create and implement a project sales strategy
- Carry out customer and competitor analyses at regular intervals
- Lead the project team for the different sales opportunities until project handover to the Realization department
- Work closely with other in-house expert departments

REQUIREMENTS

- Completed higher technical education in the field of Mechanical Engineering, Electrical Engineering or IT
- Many years of sales experience, preferably in the material handling business
- Technical understanding of material handling operations and processes
- Knowledge of strategic and structured sales of integrated systems
- High analytical competency
- Leadership skills
- Excellent social and communication skills
- Customer orientation
- Distinct success and result orientation
- Very good command of German and English

WE OFFER

As a global systems integrator of turnkey intralogistics solutions we offer ambitious and motivated people a job with excellent career prospects and the chance for further development.

Use your know-how and skills for an exciting job and start your career in a diversified field of responsibility in an international network for automated logistics technology.

Living Logistics. Promoting Careers.



Your contact
person
for this job
opening:

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