

Area Sales Manager - South Germany, Austria & Switzerland

HB RTS is a fast-growing, international provider of rental, pooling and cleaning solutions for reusable packaging: rolling load carriers, crates, pallets and folding IBC systems. Our assets play a vital role in the supply chains of major retailers, food processors, chemical manufacturers and other industrial sectors across Europe.

Following the acquisition of TPS Rental Systems, our offering now includes folding IBC units, IBC liners, discharge equipment and turnkey liquid-handling solutions. With depots across Europe, including Italy, we support customers with local service and fast response.

About the position

In the sales department, you are responsible for sales development in your geographical sector: South Germany, Austria & Switzerland. The final regional boundaries will reflect the location of the successful candidate.

Your main task will be **developing new markets** and **consolidate existing customers** by offering a best-in-class service and products.

You will report to the Market Director for DACH.

After a period of training on our products and organization with our Area Sales Managers in the UK and in Germany, your main activities will focus on the following missions:

- Consolidate existing customer base / account management
- Actively search for new markets and applications for our products:
 - You will target organisations that process and/or move liquid products and operate across market sectors to include food, cosmetics, pharmaceutical and chemical.
 - Prospecting (list & internet requests),
 - Customer needs analysis, development and costing of suitable total solutions in IBC's logistics.
 - HB RTS product demonstration
 - Make commercial offers (with the support of our colleagues in the depot and at the head office.)
 - Negotiate prices, quantities and deadlines and close sales
- Participate to trade shows and other promotional events
- Be part of the business intelligence

You will offer a consultative approach to your customers working across all levels from shop floor to board level.

You will develop a thorough understanding of your customers and monitor their operations, looking for opportunities to develop further business or provide additional value. In some instances, you will deliver total turnkey solutions, solving a client's entire Intermediate bulk liquid handling requirements.

On a monthly basis you will be required to provide comprehensive information to the Market Director regarding all aspects of your activity, to include major account information/updates, prospect updates and activity, time management and any relevant market information.

We offer to evolve in a dynamic context and a fresh spirit team.

This home-based position requires a high level of autonomy
Frequent business trips are expected (2 to 3 days per week). Overnight stays to be expected.
Type of contract: Permanent / Full-time
Status: Executive
Start: as soon as possible.

Reward for your contribution to the growth of the company:

- €X,XXX fixed monthly salary (starting level depends on candidate experience and previous proven performance.) 12 months / year.
- quarterly-paid uncapped bonus structure, based on turnover and margin growth.
- Fully expensed company car / Company credit card / Mobile phone / Laptop
- Other advantages are also included (RTT days, complementary health insurance, life insurance)

About you:

With a minimum Master's degree in the sales and commercial development, you can demonstrate a successful track record, ideally from a similar or aligned industry sector though we place more emphasis on existing market knowledge than we do existing product knowledge. You will be a self-starter and have a strong work ethic, high energy, drive and determination.

When assessing applicants, we will look for strong evidence of the following competencies:

- New Business Development ability ("hunter")
- Effective account management/development capabilities ("farmer")
- Personable – Able to build strong relationships
- Strong presentation skills (Written & Verbal)
- Experience of selling to target bulk liquid sectors (Food, cosmetics, pharmaceutical, chemicals etc.).
- Natural communicator at all levels
- Solution sales / Technical sales ability
- Numerically competent
- Excellent organisational skills (Specifically territory planning and time management)
- Ability to absorb client information and communicate features and benefits to customers
- English spoken fluently (to exchange with your colleagues from head office and colleagues of other countries).

Experience: 5 + years in B2B sales (food process, cosmetics, logistics, packaging)