

Area Sales Manager (f/m/x) Czech Republic / Slovakia

Hauff-Technik® is one of the leading European manufacturers of absolutely tight cable and pipe penetrations. With our in-depth knowledge of the respective market requirements, we always think in terms of practicable solutions that benefit our target groups and are tailored to their needs. To enable us to pass on the decades of experience of our Hauff-Technik Group, we constantly need new specialists who think in terms of solutions and always keep an eye on efficiency. Become an efficient solution builder and apply now.

Your tasks:

- Professional maintenance of existing customer relationships
- Acquisition of new customers primarily in the HVAC/plumbing area
- Technical advice and development of customer-specific solutions
- Professional support of construction projects - starting from tender phase, through to awarding and on-site supervision
- Interesting mix of working with design offices, utility companies, construction and installation companies, as well as different distribution channels
- Organisation and conduction of training events, regional and in-house exhibitions
- Full sales responsibility within the sales area
- Responsible cooperation with the German inside sales team and our distribution partners
- Direct report to the Sales Director Austria & South East Europe

Your skills:

- Experience in technical field sales (e.g. utilities, electrical, HVAC or construction accessories)
- A broad knowledge and network of the power utility industry is a plus
- Secure handling of MS Office and CRM-systems
- A systematic and target-oriented way of working, combined with teamwork
- A high degree of customer and service orientation, flexibility and independent work
- Willingness to travel for several days
- Extensive language skills in English and/or in German

We offer:

- Comprehensive and structured induction
- An organization based on team spirit in a modern working environment
- A wide range of qualification opportunities for your professional and personal development

If you are interested in this exciting and varied task, please send your short application (cover letter and updated CV) to bewerbung@hauff-technik.de to the attention of Ms. Nathalie Plaschyk, Tel. 164. If you have any questions, please contact us.