

We're searching for an employee:

Regional Sales Manager (m/w/d) East Germany

The Kurt J. Lesker Company is a leading global manufacturer and distributor of high-quality scientific vacuum products. We supply multiple industries, including semiconductors, aerospace, R&D, universities, electronics, optical coating and the solar panel research/production market.

As the Regional Sales Manager, you will be responsible for developing and penetrating strategic accounts within the Eastern Germany territory. This is a remote, full-time position.

Your responsibilities are:

- Work to develop a regional sales strategy together with the Area Sales Manager to identify, target, and drive new OEM's and develop new customers in the target market segments and applications
- Support and grow a profitable sales territory by building and maintaining strong customer relations
- Drive the business forward by providing customers with "high-level" assistance through advanced selling skills, value-added engineering, and supply chain management knowledge
- Respond to customer requests for quotation, offering technical support, excellent customer service by effectively utilising resources available
- To actively identify areas of new business and potential customers within the territory and researching new business and market opportunities

We are looking forward to your application via email:

Rhiannon Jones
rhiannonj@lesker.com

Kurt J Lesker GmbH
Fritz-Schreiter-Str. 18
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Dresden

www.lesker.com/careers

What we require from you:

- You will be results driven with a proven track record of managing both existing and new business
- You will be excellent at driving projects forward and confident making strategic business decisions
- You will have proven experience working within a scientific/technical environment
- You will be available for domestic and international travel to our various offices and key customers
- You will have prior experience using a global CRM system
- You will be fluent in both German and English

What we can offer you:

- Company car
- Additional healthcare insurance
- Company bike scheme
- Corporate pension scheme
- EMEIA Corporate Sustainability Programme
- Team building events
- A friendly and open working atmosphere at all hierarchical levels
- A structured new employee induction into your role