



OLBRICH

OLBRICH and Polytype Converting are amongst the leading brands world-wide of production machinery and equipment for web products such as release material and labels, packaging films, paper finishing, energy/electronics, adhesive tapes, decorative films, wallcoverings, floor coverings, technical textiles and further applications.

For filling a position at our **Bocholt or Hamburg** site with a successor, we are looking, for the next possible date, for a

Sales Manager (m/f/d)

Your Tasks

- Process-technical and machine-technical customer advice
- Acquisition of new customers and expansion of existing customer relationships
- Preparation and elaboration of quotations
- Autonomous contract and award negotiations
- Presentation of the products within the framework of trade fairs and conferences
- Commercial support during project implementation
- Support for our customers during tests in our technical center
- Responsibility of the turnover budget
- International travelling
- Conducting market and competition analyses

Your Profile

- Degree in mechanical engineering with a focus on mechanical or plant engineering or process engineering or industrial engineering or comparable technical training
- 5 years of professional experience in the sales of machines or plants in the same or similar position, preferably in the field of Converting
- Entrepreneurial and goal-oriented action
- Confident and communicative appearance
- Business fluent English, other languages an advantage
- Fun with international travel activities
- Good knowledge of MS-Office

You can expect a diversified range of tasks with a wide range of creation and development possibilities. We look forward to receiving your informative application documents (.pdf document) stating your salary expectations and the earliest date you could start.