



Sr. Sales Manager (m/f/d)– Germany & Eastern Europe International Technology Solutions Manufacturer – Hamburg based opening

Our client is a Norway based manufacturer of and market leader for technology solutions for the industrial, maritime and defense segment, who wishes to strengthen the global sales team and the region, by placing a Senior Sales Manager in Hamburg. The task will be to develop the German and also the Eastern European Market, beyond an existing client base. The position also entails the unique opportunity to form a small Sales Support Team in Germany as growth progresses.

The role will suit a candidate who has a proven track record of developing sales and managing key customer accounts within an industrial and technology market, who is motivated and able to work on own initiative large parts of the time but who will also work closely with international colleagues to achieve the desired growth in an important strategic region. A suitable candidate possess technical or computer electronics expertise from previous activities in the maritime and/or defense segment. Experience gained in a technical role onboard merchant or navy vessels would be an added benefit.

Your responsibilities

- Work closely with existing customers in the region (key accounts mainly in Germany)
- Establish and develop new customer accounts
- Contribute in matching customer needs with own product designs
- Work closely with the technical & product teams in Norway to enable successful project roll-out
- Proactive brand ambassador in the region
- Regular travelling in the region and to Norway for company meetings and customer events
- Develop Sales support in Germany



Key skills & experience

- Approx 5-10 years experience with sales/business development
- Worked in the merchant marine and defense segment
- Technical and engineering background in computer electronics is an added advantage
- Onboard experience in a technical role is an added benefit
- Able to work with customers to understand their needs and find solutions to their problems
- Proven ability to track, develop, manage and close sales
- Planning, controlling and organisational skills
- Good communication and relationship building skills
- Ambitious, energetic and determined
- Good sense of responsibility and self-motivation
- International mindset
- Ability to work independently
- Commitment to travel
- Fluent in English and German

Our client offers

- A diverse and challenging work in an expanding company
- An interesting role with a high level of independency and responsibility
- To be part of an international and highly motivated team
- A pleasant and modern working environment
- A lean organization with quick decision-making processes
- Work in the thriving city of Hamburg
- A structured onboarding and professional development process

Get in touch

Please submit your electronic application together with a CV and supporting documents to Imrecke Consulting GmbH at following email address:

m.imrecke@imrecke-consulting.de

In case of queries please contact Matthias Imrecke via above email or on +49-172-4157271

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