

Senior Sales Manager (f/m/d) in Southern Germany

Client

Our client is an automotive technology company specializing in test equipment and services for the development of electronic control systems for the global automotive and high end manufacturing industry. We are seeking a highly motivated and experienced Senior Sales Manager (f/m/d) to lead our Hardware in Loop business in southern Germany.

Responsibilities

- Develop and implement a sales strategy for the European market, including identifying and pursuing new business opportunities.
- Build and maintain strong relationships with key customers, including OEMs, Tier 1 suppliers, and other stakeholders in the automotive industry.
- Collaborate with cross functional teams to develop and deliver customized solutions that meet customer needs.
- Provide market feedback and insights to inform product development and marketing strategies.
- Prepare and deliver sales presentations and proposals to customers and prospects.
- Manage the sales pipeline and forecast accurately to ensure revenue targets are met.
- Represent the company at industry events and conferences.
- Provide technical support to customers and ensure that they are satisfied with our products and services.

Requirements

- Bachelor's degree in engineering, business, or related field; MBA preferred.
- Minimum of 8-10 years of experience in sales and business development in the automotive industry, with a focus on hardware in loop testing.
- Proven track record of achieving and exceeding sales targets.
- Strong technical knowledge of hardware in loop testing and related technologies.
- Excellent communication and interpersonal skills, with the ability to build strong relationships with customers and colleagues at all levels.
- Ability to work independently, prioritize tasks, and manage multiple projects simultaneously.
- Willingness to travel frequently within Europe and occasionally internationally.

Prospective

- Modern technology
- Above average compensation and benefits
- Dynamic and international environment

Contact

JP contagi GmbH

Goltsteinstr. 30-31

DE - 40211 Düsseldorf

Arbeitgeber

contagi

Arbeitspensum

Vollzeit

Start Anstellung

ab sofort

Dauer der Anstellung

unbefristet

Arbeitsort

Baden-Württemberg

Veröffentlichungsdatum

5. Oktober 2023

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