



Our client is a dynamic and innovative software company for CAD/CAM software in the field of medical technology.

For the location in Darmstadt our client is looking for a qualified:

Sales Manager Germany, Central and Eastern Europe (m/f/d) - 40%-60% remote possible

Job-ID: CF-00004137

Ort: Darmstadt

Main tasks:

- Achieve growth and hit sales targets by successfully managing the sales region
- Design and implement a strategic business plan that expands the company's distributor network and ensure it's a strong presence in the respective region
- Own objectives setting, coaching, and performance monitoring of distributors and partners in the respective region
- Build and promote strong, long-lasting customer relationships by working with them and understanding their needs by building trust quickly
- Strong ability to identify and solve problems locally
- Present sales, revenue, and expenses reports and realistic forecasts to the Sales Director in Darmstadt
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Participation and organization of fairs and other events onsite
- Cooperation with the Customer Service Team for EMEA
- Cooperation with the Application Support Team for EMEA

Your technical qualifications:

- University degree (or equivalent) ideally with a focus on Economics (or similar)
- 5+ years intensive experience in a relevant sales function
- 3+ years experience in the dental industry
- Proven sales record
- Experience in putting together exceptional quality sales documents
- An intensive understanding of successfully delivering high-level presentations
- Excellent German and English language in written and spoken
- Other languages are welcome

Your personal qualifications:

- Interpersonal skills and knowledge of dealing with a range of people, including site staff, suppliers, and customers
- Entrepreneurial in mind-set
- A passion for travel

Our client offers:

Exciting and varied activities in a dynamic and growth-oriented software company. You can expect flat structures and efficient decision-making processes. You can look forward to a positive working atmosphere that promotes both individual freedom and responsibility. Furthermore, you can expect a strong team spirit and a very good working atmosphere as well as modern offices and workplaces. Flexible working hours and home office options are a matter of course.

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Apply now