

Job Offer

Title of Position	Senior Sales Manager
Direct Report	Ted Rotkirch, Regional Manager EMEA
Starting date	TBD (inform of the earliest possible starting date)
Employment type	Full-time
Location	Decentralized location in Germany (preferably in Frankfurt area)

Senior Sales Manager (m/f) with decentralized location in Germany (preferably in Frankfurt area)

Absortech Europe GmbH is part of Absortech International AB Sweden and specializes in developing products and services that help companies avoid costly moisture damages during shipping and transportation. With our Peace of Moisture Mind® offering, Absortech helps its customers increase their transport productivity, protect their brand and reduce environmental impact. Absortech is headquartered in Falkenberg, Sweden and has subsidiaries in USA, Germany, India, Singapore, Cambodia, Thailand and China. Production takes place in Sweden and China. The Absortech Group is a leader in this fast-growing global market.

Absortech is characterized by a high degree of IT maturity. The Group uses the same ERP-system and is connected via O365. Customers and prospects are managed over a group common platform, including CRM and modern tools for lead generation; outbound as well as inbound.

We are in a strong expansion phase and are therefore looking for an experienced Senior Sales Manager with export and import responsibilities for developing Major Accounts in central Europe and to find and develop Partners in East Europe. You will work remotely from a home office in Germany and report to the Regional Director EMEA.

We look forward to receiving your application documents in English with a cover letter, indicating your salary expectations and the earliest possible starting date by e-mail to Mr. Ted Rotkirch. Absortech Europe GmbH at salesemea@absortech.com Dr. Schwabe-Str. 21 b, 63454 Hanau, Germany

Job description

Your tasks

You will strengthen our sales in central Europe, Germany and East Europe and contribute to the comprehensive support of our local customers, as well as to the professional acquisition of new major customers. You will use your experience to tailor make your own approach when interacting with customers. You will develop new concepts in order to inspire our customers and to create a strong long-lasting bond with them. You will represent the company at conferences, seminars and trade fairs. Traveling in Germany, Europe and from time to time Globally is part of the job.

Education

- Bachelor's degree preferably in commerce/business development/Supply Chain/Logistics

Skills and Requirements

- Minimum of five years B2B sales experience
- Strong understanding of and experience in international sales
- Extensive experience in interacting with customers' upper management
- Result oriented
- Flexible and solution-focused
- Excellent team work skills
- Fluent, both oral and writing, in German and English.
- Good time management and strong understanding of IT and related software's
- Very good organization and communication skills
- 5-10 years of professional practice also in the field of project sales
- Comfortable working with various hierarchical levels among our customers
- It is one of your strengths to work carefully, you have a quick perception, are always very independent in your structured way of working as well as extremely conscientious.

Our offer

We offer you exciting work tasks in a dynamic environment, pleasant working atmosphere in a motivated virtual team, attractive remuneration, company car, and good growth opportunity in a fast-growing market. You can work from a Home Office at present but in due time we will be sitting in a Frankfurt location (if you live close to Frankfurt).

For further information about the role, please contact Mr. Ted Rotkirch, salesemea@absortech.com

About Absortech

Absortech exclusively focuses on products and services that help our customers avoid moisture damage. Since 1996, we have developed a range of desiccants called AbsorRange™ and offer innovative technology for moisture protection in containers, in-boxes and the home. We maintain control end-to-end in the chain from product development, manufacturing and delivery of the right product at the right place. We have a variety of solutions and high-performance desiccants that prevents moisture damage during transport. We call it Peace of Moisture Mind™ which helps customers increase their container shipping productivity and protect their brand.

Absortech is headquartered in Falkenberg, Sweden, which is also where the main production takes place.