

# Area Sales Manager (f/m/x) Netherlands

**Hauff-Technik is one of the leading European manufacturers of absolutely tight cable and pipe penetrations. With our in-depth knowledge of the respective market requirements, we always think in terms of practicable solutions that benefit our target groups and are tailored to their needs. To enable us to pass on the decades of experience of our Hauff-Technik Group, we constantly need new specialists who think in terms of solutions and always keep an eye on efficiency. Become an efficient solution builder and apply now.**

## **Your tasks:**

- Professional maintenance of existing customer relationships
- Acquisition of new customers
- Technical advice and development of customer-specific solutions
- Professional support of construction projects – starting from tender phase, through to awarding and on-site supervision
- Organisation and conduction of training events, regional and in-house exhibitions
- Full sales responsibility within the sales area
- Responsible cooperation with the field service team Benelux, the German inside sales team and our distribution partners
- Direct report to the Country Manager Netherlands

## **Your skills:**

- Completed vocational (MBO) or bachelor's degree (HBO) in a technical or commercial field
- Experience in technical field sales (e.g. utilities, electrical, HVAC or construction accessories)
- A broad knowledge and network of the power utility industry is a plus
- Secure handling of MS Office and CRM-systems
- A systematic and target-oriented way of working, combined with teamwork
- A high degree of customer and service orientation, flexibility and independent work
- Willingness to travel for several days
- You are fluent in Dutch and English, both orally and in writing, knowledge of the German language is a plus

## **We offer:**

- Comprehensive and structured induction
- An organisation based on team spirit in a modern working environment
- A wide range of qualification opportunities for your professional and personal development

If you are interested in this exciting and varied task, please send your short application (cover letter and updated CV) via our online portal to the attention of Ms. Nathalie Plaschyk. We look forward to hearing from you!