

Country Sales Manager France

Company:

Focus on development of technologies, new applications and international expansion has given the family-owned company a leading position within its area of expertise. Ensinger has 33 production and sales centers and is represented in all the world's major industrial areas with a staffing force of 2,400 people throughout Europe, North America, South America and Asia. Ensinger produces compound, semi-finished products, finished parts, prefabricated units and precision profiles from high performance plastics.

Job requirements

As employee of Ensinger France subsidiary of Ensinger GmbH, Nufringen Germany you will work from your home office based in France.

. The position requires frequent traveling in primarily in France but other European countries as well. You will report to the Head of Sales EMEA of the Division insulbar. This is a leading role with responsibilities also covering:

- Responsibility for sales revenue and gross margin of our customers in the window & façade industry in the French market
- Responsible for achieving ambitious sales targets in the local market by acquisition of new customers and incremental business at existing customers
- Local key account management and development of customer potential in close coordination with the international key account manager(s)
- Handling of daily customer queries, inquiries, complaints etc. in collaboration with the internal sales team and other support teams located in our plants in Nufringen and Cham, Germany.
- Working on customer projects and development of new products together with the technical team and product management
- Preparation of the annual business plan for the own area of responsibility on the basis of current sales figures, forecasts, sales and market reports
- Market analysis and continuous monitoring
- Analysis and co-determination in determining the product portfolio with product management and the local French application Engineer
- Responsibility for the preparation and implementation of sales fairs, exhibitions, events, development of sales promotion and PR measures training courses together with the German marketing team
- Ensuring the continuous use and further development of an CRM system (lead generation, reporting, customer information...)

Profile Outline:

- Higher education in business administration, industrial engineering, mechanical engineering, etc.
- 5-7 years in sales of technical products requiring explanation with direct customer experience, preferred in the window & façade industry, e.g. thermal break, hardware, sealing
- You are an entrepreneur and have a commercial thinking with the positivity to change and challenges
- Stable personality with high ambitions to create successful results
- Forward and open with strong integrity but at the same time prestigious with hands on approach
- Leadership experience or ability and desire to lead and develop direct reports
- Very good communication skills, and ability to build and maintain personal relationships on all levels and functions
- Language skills: fluent in English, German is an advantage