



Kaeser Kompressoren SE is one of the largest and most successful suppliers of industrial air systems with over 7.000 employees worldwide. Our primary goal is providing exceptional customer service coupled with innovative products and progressive system solutions. We specialize in evaluating each customer's application and providing the most efficient and effective air system solution.

We are looking for candidates for the position of

Regional Sales Manager (m/f/d) Blowers Europe

Your Tasks:

- Support the managing directors of our subsidiaries with implementing sales goals and establish new performance concepts
- Draft marketing and sales plans for various countries
- Monitor the blower results, and define measures if necessary
- Prepare the results of the goals and the market situation and report to the Global Sales Management
- Support our branches, dealers and partners with canvassing, advising and attending to our customers, trading partners and OEMs
- Provide input during the recruitment process of local employees in the Blower field
- Cooperate with international business partners (i.e. OEM, key account)
- Focus on influencing important associations, consultants, auditors as well as strategic partners
- Support and coordinate international projects in regards to consultants, contractors, plant manufacturers and end-customers
- Plan special regional promotions
- Support our subsidiaries with attending regional fairs
- Support our subsidiaries with launching new products and tools

Your Qualifications:

- College degree, e.g. Bachelor's or Master's degree in Mechanical/Electrical Engineering or similar skills
- Excellent communication (both verbal & written) and phone skills
- Fluent level of English is mandatory, good levels of Spanish and/or French and/or German would be a welcome add-on
- Proficiency with computers, software and digital tools
- Analytical and conceptual skills
- Willingness to travel

Our Offer:

- Systematic induction and periodical trainings in the fields of technology, sales and international management
- Optimal support by our motivated back-office in Coburg
- A horizontal hierarchy offering you ample space to work independently
- Job security and performance-related remuneration

We are looking forward to your application!

Please use our recruiting system to apply.

For more information, please contact Mr Guido Marcus, guido.marcus@kaeser.com.

KAESER KOMPRESSOREN SE