

Job-Id: hrc1312020

Our client is the **leading producer of skylight elements** in **Austria and neighboring countries**. The product range includes skylight and light-band systems made of acrylic glass and glass as well as the associated smoke and heat exhaust ventilation systems.

The company manages the production, sale and assembly of both **standardized** and **customized, fully audited** and **officially approved** systems and provides original equipment for these installations.

The markets in Austria, Switzerland, Germany, the Czech Republic, Slovakia, Hungary, Romania and Bulgaria are regularly supplied. With **more than 120 employees**, the company is EN-ISO 9001 certified.

To strengthen the **leadership team**, we are looking for a **dedicated** and **independent personality** as

Regional Manager Technicals Sales (f/m/x) for Czech Republic

YOUR AREA OF RESPONSIBILITY

- **Sale of skylight elements, smoke and heat exhaust ventilation systems**
- Care for **existing customers** (construction companies, roofers, architects etc.)
- Acquisition of **new customers**
- **Consulting** for architects and planners
- Creation of **offers** and follow-up until conclusion of the contract
- Cooperation with internal sales regarding order acceptance and support during processing
- **Clarification of technical questions** with orders
- Self-responsible organization of the sales process
- Ongoing market and competition analysis
- **Responsibility for budget and revenue**

YOUR QUALIFICATION

- Sound **technical or commercial education**
- Good knowledge of **MS Office**
- Entrepreneurial thinking, **enjoyment of sales**, communication as well as negotiating skills
- Several years of **professional experience** in technical field sales, preferably in our business field (**construction industry**)
- **High willingness to travel**
- Driver's license
- Excellent **Czech** knowledge (native language-level)
- Excellent **German** and/or **English** knowledge
- Residence in central Moravia is desirable

YOUR PERSONAL STRENGTHS

- Independent and **self-responsible** working methods
- Self-organization
- **Management strength**
- Communication and negotiation skills
- **Flexibility** and good **teamwork**

OUR CLIENT OFFERS YOU

- a **long-term perspective** in a **growth-minded company** with **opportunities for development**
- a comprehensive, industry-specific **training**
- in-house sales support
- a varied, exciting task in a dynamic team
- an **appreciative corporate culture** and a very **good working atmosphere**
- a **company car** also for **private use**
- an **office** in the area of Brno
- the equipment for a **home office**
- **up to CKR 90.000** gross monthly (All In) including commission, depending on your individual qualification profile, as well as various **benefits** and extensive **training opportunities**

YOUR APPLICATION

If you can identify with the task described above and you are interested in being significantly involved in the success of our client, then we look forward to receiving your application.

As we carry out this recruitment via our **partner HR Consulting**, please send your detailed application documents (CV, letter of motivation, know-how profile, certificates, salary expectations and possible starting date) - exclusively in electronic form -

referring to **hrc1312020** to: michael.wengermayer@hrconsulting.at

Thank you