



WE THINK LIGHT FOR YOU

Area Sales Manager D-A-CH Blu2Light (m/f/d) in Schorndorf with mobile working

When a luminaire is switched on anywhere in the world, Vossloh-Schwabe makes a decisive contribution to ensure that everything runs smoothly. We are developers and manufacturers of LED systems, i.e. we deal with everything that is needed to illuminate any life situation. With almost 1.000 employees, the Vossloh-Schwabe Group is a technology leader with several international production sites and a global sales network.

Your tasks

- Regular personal visits to customers to present new or modified products
- Development of the defined market area
- Acquisition of new customers by researching potential projects and visiting trade fairs for Positioning of Blu2Light solutions with planners, architects and final customers to ensure accordings specifications in RFQ and RFPs sent to direct clients
- Continuous market monitoring as well as recognizing and utilizing market potentials
- Identification of technical market requirements for Blu2Light solution, cooperation with internal stakeholders to prioritize and fulfill market requirements
- Conducting price negotiations on your own responsibility
- Negotiation of framework contracts and supply contracts
- Responsibility for margins and sales in your sales territory
- Close monitoring of receivables terms and conditions
- Participation in coordination processes with sales, development, purchasing and production
- Support of global roll out of go to market for Blu2Light solution portfolio

Your profile

- Successfully completed studies (Bachelor) or education with further training as a technician or similar
- Several years of professional experience in sales field service
- Distinctive commercial knowledge as well as basic technical understanding
- Knowledge of the products and technologies of the professional lighting industry as well as of the lighting market and our competitors
- Teamplayer and hands on attitude, passionate with high solution and customer orientations
- Communication and negotiation skills
- Very good written and spoken German as well as English, further languages skills desired, as well as a confident handling of the common MS-Office applications
- Structured way of working, initiative and independence
- Willingness to travel to customers in the area of your responsibility

Your benefits



Challenging
and versatile
activities



Mobile working
up to two days
a week



Promotion of
professional
development



Allowance
for company
retirement plan



Discounts
via our
employee store



Company events

We are looking forward to receive your complete application documents, ideally in one file, stating your salary expectations and availability to Nadja Zinßer at jobs@vossloh-schwabe.com