

**SPECTRO****AMETEK**

MATERIALS ANALYSIS DIVISION



We are a German group of companies that develops, produces and sells spectrum analysis devices. With over 500 employees worldwide, we have our own branches and agencies in more than 70 countries. As a high-tech company, SPECTRO lives from innovation. We are looking for employees who want to help shaping our future independently.

SPECTRO is a division of AMETEK Materials Analysis Division. AMETEK, Inc. is a leading, globally active manufacturer of electronic and electromechanical products with more than 17,000 employees at more than 150 production, sales and service locations in 30 countries.

SPECTRO
Analytical Instruments GmbH
Human Resources
Boschstraße 10
D-47533 Kleve

We're hiring a

SALES MANAGER D.A.CH (M/W/D)

The Sales Manager DACH will embrace the overall company growth strategy, define and lead the regional sales strategy, and direct all sales activities within the assigned geography. The Regional Sales Manager will lead the Sales D.A.CH organization and will have a minimum of 4 direct reporting employees. The ideal candidate will have experience in laboratory capital sales, excellent territory management techniques, and exemplary closing skills. Reporting to the DVP of Sales and Marketing, the role of SPECTRO Regional Sales Manager is designed for those interested in driving business to a higher level of performance. This position is an individual contributor responsible for regional sales and is responsible for the Sales D.A.CH budget.

Requirements

- | 5+ years of sales experience
- | Market knowledge and analytical skills
- | Bachelor's degree or equivalent experience
- | Strong interpersonal, oral, presentation and written communication skills
- | Personnel management skills
- | Excellent organizational and multi-tasking skills
- | Exceptional negotiation skills are a prerequisite
- | Ability to manage extensive travel schedule (up to 50% required)
- | Strong organizational and time management skills
- | Discount administration in assigned territory to meet the overall margin goals
- | Proposal generation and presentation according to guidelines
- | Manage expense budget within assigned geography

We offer

A very interesting job in a motivated team. A performance-based salary with company car. We have extensive social benefits (canteen, company bike leasing, company sports program, health care and pension scheme).

Interested?

Detailed information about us and other open positions can be found on our homepage at www.spectro.com. We look forward to receiving your application under the keyword "Sales Manager D.A.CH" with your salary request and the earliest possible starting date.

For further information, please contact
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