



International B2B Sales Manager (f/m/x)

Regions:
EMEA

Date of Joining:
Instantly

Microplex Printware AG is a development company based in Varel, Germany, offering a wide range of professional printers with highly flexible applications.

The printers and printing solutions are implemented in customer applications through a worldwide network of **qualified sales, service & solution partners**.

For more than 35 years, customers of all industries and sizes have relied on Microplex's reliable printing technology.

To strengthen our team, we are looking for an **International B2B Sales Manager (all genders)** responsible for the further development of sales as well as for the sustainable business development in the **EMEA** region.

Job Responsibilities:

- Develop and implement B2B sales strategies to achieve sales targets in EMEA
- Cooperate with existing business partners and identify new business opportunities
- Develop new sales markets and establish new business partners and sales channels
- Regular support of sales partners and customers
- Participate in international trade shows, sales meetings and other events
- Preparation of sales and revenue forecasts and regular reporting with continuous documentation
- Qualify sales leads generated by our website
- Quoting and Processing of sales projects
- Work closely with product management and marketing team

Your Profile:

- University degree or education and experience in the Sales & Business Development sector
- B2B technical sales experience in industrial printer sales
- Willingness to travel
- Business fluent in English communication (further foreign language skills are of advantage)
- Knowledge of current office programs and handling of modern ERP and CRM systems
- Independent and reliable work with high team ability
- Strong communication and presentation skills, as well as experience in using social media for acquisition
- Exceptional verbal and written communication skills

What We Offer:

- Permanent employment contract
- Not location bound occupation
- Flexible working hours or individual working time models, Home Office
- Work in a great team with varied activities
- Flat hierarchies and short information paths
- Opportunities for personal and professional further education
- Team building events

Do you want to become part of a growing team? Please send your application documents and the earliest possible starting date via email to: jobs@microplex.de

Microplex Printware AG
Mr. Gero Decker
Panzerstr. 5
26316 Varel