



**ACE Stoßdämpfer GmbH** in Langenfeld/Rheinland ist in 45 Ländern auf allen Kontinenten der anerkannte Spezialist in Sachen industrieller Dämpfungstechnik. Wir gehören zum Stabilus Konzern, der - über den gesamten Globus verteilt - ca. 6.500 Mitarbeiterinnen und Mitarbeiter beschäftigt. Am Standort Langenfeld arbeiten 100 Kolleginnen und Kollegen. Hier entwickeln und vertreiben wir ein breites Spektrum an Dämpfungsprodukten.

Zur Verstärkung unserer Abteilung Vertrieb International in Langenfeld suchen wir ab sofort eine/einen

### **Business Development & Area Sales Manager (International)**

**SUMMARY:** Delegated authority and responsibility for selling company products and supplies to distributors and industrial establishments by performing the following duties.

#### **Job Specification**

- Maximise sales in a territory of several countries, consistent with the company strategy, which includes both direct and indirect sales channels (distributors).
- Effectively manages in-office and travel time (up to 50%) in territory to maximize sales.
- Establishes an annual, written Mutual Action Plan with each distributor that leverages the full sales potential of each market area.
- If required, identify and appoint new distributors for the Area.
- Ability to acquire new business within existing and new customers.
- Provides support to clients relating to sizing and application of ACE products, by telephone, Email or visits.
- Responsible for project quotations and follow up.
- Support distributors with local trade shows and ACE's trade shows.
- Creates and maintains a database in CRM of current territory activities and information.
- Maintains awareness of competitive activities and products.
- Maintain technical competence in general pneumatics & fluid power and linear deceleration technologies.

#### **Qualification Requirements**

##### ***Education and/or Experience:***

- Technical degree / Bachelor degree or similar qualification.
- Prior minimum 4-6 years' sales experience in a technology-based organization.
- Proven sales skills.
- Knowledge and understanding about technical applications in automation and other industries.
- Ability to speak both German and English **fluently**, additional languages will be beneficial.
- Excellent communication to foster an open environment.
- Ability to motivate him/herself and others, team spirit.
- Good presentation skills at different levels.

**What ACE offers you:**

- A secure workplace
- A permanent employment contract
- A detailed induction training
- A team of dedicated and motivated employees
- A very good working atmosphere
- Retirement plan
- Flexible working hours
- 13 monthly salaries
- 30 days holiday
- Training opportunities

If you would like to support us in this challenging task, we look forward to getting to know you. We will be happy to explain everything else about this interesting position to you in a personal meeting.

If you are interested and the requirements match your expectations, please send your application documents with your salary expectations by e-mail to:

[Bewerbung@ace-int.eu](mailto:Bewerbung@ace-int.eu)

Mailing Address:

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