

**Title:** Sales Director Northern Europe

**Job Holder:**

**Reporting to:** VP Sales

**The job holder is responsible for**

Direct and actively participate in sales activities within the specific market. Overall responsibility for identifying and developing market opportunities for the sale of glass machinery equipment and parts, negotiation of contracts, terms of sale and maintaining good, high level relations with customers. Supervise and support large contracts including a wide range of equipment and services.

**Major functions:**

**Business Development**

- Grow Emhart Glass' revenues by marketing new products and pursuing new market space
- Monitor and counter competition activities.
- Manage Emhart Glass' presence in the various markets through the appointment and management of Agents
- Help and influence Agents in developing their markets
- Initiate promotional meetings, seminars and training programs in order to promote Emhart Glass image and products
- Undertake marketing measures for adapting to changing market conditions

**Managerial**

- Lead regional sales team
- Regularly supervise the performance of the sales force to achieve the set sales targets
- Organize and develop resources to fit the work and market requirements
- Prepare and conduct sales reviews and monthly reports
- Interpret and apply company policies. Establish and maintain follow up control systems
- Issue guidelines relating to rebates and discounts, credit lines, financing, warranty claims and settlements as well as all deviations from these guidelines
- Develop and maintain contacts with key people in the Glass Industry. Call on regular base on key customers. Information to clients and prospection on a planned basis in order to promote and sell Emhart Equipment and Services
- Establish channels of communication and good relation with the entire Emhart organization
- Establish and submit key account strategies and marketing plans
- Supervise and support the collection of the receivables from customers, including letters of credit

**Technical**

- Develop a clear understanding of the product technical features, specifications and cost structure
- Identify and assess the scope of technical support required for the planning and execution of major projects
- Implement an effective process to response to customers technical inquiries

It is emphasized that the above outline of functions and responsibilities is not intended to be all inclusive and may be amended and/or extended from time to time, as required

**Job profile**

- Bachelor's/Master's degree or equivalent
- Good sales skills with extensive experiences in the account management
- Strong Leadership skills
- Familiar with Glass container equipment
- English and German speaking is a must, any other major European language is an asset
- Character: communicative, systematic, reliable, likes to work in an international team