



THIELMANN JOBS

THIELMANN - The Container Company is the world's leading provider of stainless steel container solutions. Our international team consists of more than 1000 people, spread across 6 countries and is growing steadily. We provide container solutions for every need and industry – from the high volume production of beverage kegs, to complex bespoke solutions for intermodal tank systems.

Here at THIELMANN we are working on a number of exciting new global change projects. Amongst these, we are streamlining the Global Sales team to fully service our product lines and better serve our customers worldwide.

SALES MANAGER, EASTERN EUROPE (m/w)

Based in: Hamburg (Germany)

Reporting to: Sales Director Europe (based in Hamburg)

YOUR RESPONSIBILITIES:

- Responsible for the following product lines: Beverage Container, Small Industrial and Tank Container Solutions
- Primary market and sole responsible for building the Eastern Europe region market
- Commercial and technical project management
- Manage existing accounts and markets
- Develop new sales leads and market opportunities
- Independent preparation of commercial quotations
- Review technical drawing/specifications and coordinate between customers and our technical departments
- Monthly Reporting to the sales management
- Process and monitor purchase order and accounts payable
- Prepare Annual Sales budget
- Provide assistance in case of quality claims
- Travel to visit internal and external stakeholders

YOUR PROFILE:

- Economics background with good technical understanding / skills
- Knowledge in metal transformation is favorable
- Knowledge in the packaging industry and Food & Beverage is recommended
- A minimum of 5 years in Technical Sales
- Advanced English and German; Native or Advanced Russian; an additional European Language would be a plus (Spanish, French)

YOUR SOFT SKILLS:

- Excellent communication and presentation skills
- Good change and project management skills
- Continuous improvement mindset
- Well-versed with working in a multi-cultural environment

WHATS IN OFFER FOR YOU...

The opportunity to working in a truly global, fast growing company that dares to dream big. You will be involved in a number of exciting transformational projects and interact with the Senior Management team on a regular basis. You will get the chance to grow, develop your career – and most importantly – have FUN!