



## THIELMANN JOBS

**THIELMANN - The Container Company** is the world's leading provider of stainless steel container solutions. Our international team consists of more than 700 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

Based in: San Luis Potosi (Mexico)

Reporting to: Regional Sales Director

#### YOUR RESPONSIBILITIES:

- Responsible for the following product lines: Small Industrial Containers, Intermediate Bulk Containers and Tank Container Solutions
- 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:

- Degree in Economics or Industrial Engineering
- Knowledge in metal transformation is favorable
- Knowledge in one or more of these industries: Food & Beverage; Pharma; Oil & Gas; and/or Chemical
- A minimum of 5 years in Technical Sales
- Native Spanish speaker; Advanced English;
- Ability to travel 50%; Own vehicle

#### 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!