

**Titel:**

## **PACKAGING PRODUCT SPECIALIST (M/F)**

**Region:**

DACH

**Reports to:**

Sales Director DACH

**Company:**

Our customer is a global thinking company with nearly 3.000 motivated employees. Our customer developing breakthrough technologies for the manufacturing of signage, packaging, textiles and personalized documents, with a wide range of printers, inks, digital front ends and a comprehensive business and production workflow suite that transforms and streamlines the entire production process, increasing competitiveness and boosting productivity.

**Main responsibilities:**

- Support local Sales Development Managers in packaging sales activities in assigned territories.
- Liaison with other sales teams to drive cross selling activities
- Leverage resources and capabilities inside Marketing and Engineering
- Execute sales, marketing and support strategies/models to achieve goals through the immediate and extended team
- Maintain a thorough knowledge of the product, industry and competitive posture of the company
- Bring expertise in packaging and the unique application solutions in that environment to our sales team
- Provide timely and accurate territory reporting and forecasting to EFI management
- Provide regular feedback to marketing, engineering and manufacturing
- Further develop market presence in a creative and entrepreneurial style
- Communicate regularly through personal visits, telephone calls, etc. with key contacts, field traveling is a must (75%)
- Attend all assigned tradeshows, open houses, and other events
- Manage development of prospects and successful completion of new business sales for software license agreements and consulting services

**Competencies:**

- Self starter with the ability to work independently with minimal supervision
- At least 5 years of experience in Tag & Label, Flexible Packaging, Folding Carton or Corrugated manufacturing
- Autonomous, pro-active personality with good communication skills
- Good understanding of technology, ERP, MIS, MES
- Fluent in German and English
- Candidate must reside in the territory (Germany, Austria, Switzerland)

**Contact:**

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