

Titel:

SALES DEVELOPMENT MANAGER (M/F/D)

Region:

DACH

Reports to:

Sales Director EMEA

Company:

Our customer is a global working company with nearly 800 motivated employees in the field of printing. Over one third of the world's high-end wide format printers using the products from our customer. The customer stay on the top with new solutions like cloud-based services, reinvesting 16% of the revenue into research.

We are looking for an Sales Development Manager to join the EMEA Sales Team in Germany. This is a remote role but you need to be open to travel to customers. This role would be responsible for managing the EFI Productivity Software customer relationship for all assigned accounts selling automated, integrated workflow solutions.

Main responsibilities:

- Achieve / exceed quarterly and annual quota objectives
- Maintain and expand solution sales in the assigned region
- Perform prospecting activities and maintain a sufficient base of prospects that will enable completion of sales targets. Prospecting activities include cold/warm calling, proposal preparation, product demonstrations, customer analysis and needs assessments.
- Prepare professional proposals to address specific customer requirements.
- Maintain professional internal and external relationships that meet our core values.
- Maintain proactive relationships with all partners associated with respective opportunities.
- Accurate forecasting based upon realistic opportunity assessments. Forecasting covers / includes direct opportunities and channel / partner opportunities
- Develop and execute Major account strategies
- Develop and execute competitive account strategies
- Ensure 100% customer satisfaction management with account(s).
- Maintain proactive relationships with all partners associated with respective opportunities.
- Maintain Account and opportunity updates in the CRM system (Salesforce.com)
- Assist in the communication and execution of sales and marketing campaigns

Contact:

KNOX GmbH
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Job Requirements:

- •Minimum 6-8 years sales experience with proven track record of successful sales performance preferably in high value capital goods and services and / or (Digital) printing markets
- Capability to leverage relations and (y)our knowledge of the accounts
- Highly dynamic and motivated professional with excellent presentation, communications and interpersonal skills
- Pro-activeness and autonomous
- Knowledge and understanding of the market trends
- Graphic Arts / printing industry experience is a plus
- Bachelor's degree or equivalent work experience
- Good communication skills; fluent in English in German.

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