

Titel:

Sales Manager Graphic Services (M/W/D)

Wohnort:

Europe

Region:

Europe

Reports to:

Head of Technical Account Management & Graphics

Company:

Our client is one of the world's leading label companies and pioneer in sustainable and digital packaging solutions. Our client serves local and multinational customers in different industries through a global network of 50 production sites and more than 4,000 employees

Your Tasks:

- Customer development and acquisition for the new Graphics division.
- Identifying key client prospects
- Proactively engaging prospective clients
- Leading negotiations and pitch situations with potential clients
- Creating new business
- Building up strong network according to our business strategy on technic and graphic services
- Working with all divisions within the Group to support the overall business development strategy

Your Profile:

- Strong previous experience within an packaging and /or prepress provider/ converter and the client structure
- Knowledgeable and well connected across the packaging and agency market
- CRM database management, if possible Salesforce
- Passionate, energetic and proactive attitude
- Strategic and creative thinking
- Experience of negotiating commercial agreements and have the capability to take a lead through to completion as well as experience in managing relationships with senior clients
- Communication skills in English / safe for negotiations

Kontakt

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