

Do you want to make an impact?

**HOT MELT
IS OUR
PASSION**

For more than 90 years

BÜHNEN

Do you enjoy working with customers and base your success upon a systematic approach, initiative and assertiveness?

If the answer is YES, then apply for the following position and join our team in order to help us further expand our market position

TECHNICAL SALES MANAGER (m/f/d) Field Sales for Southern Netherlands, Belgium and Luxembourg

Your role:

- Managing of the above described territories, achieving sustainable development of customer relations and sales including administrative tasks
- Developing our existing customers, gaining new customers and managing all aspects of after sales support
- Pro-active consultancy and sales of adhesives and application equipment
- Representing and positioning of the company in the field as well as on trade shows
- Working with sales tools related to call planning, call reports, project and opportunity management, planning of customer visits etc.
- Team-focused cooperation with the colleagues in our Inside Sales, Marketing, and Technical departments, as well as with other functions within the business
- You will be based working from a home office with occasional travel to the company's headquarters in Bremen, Germany
- Reporting to the company's sales Management

Your profile:

- Open-minded, focused and determined personality
- Dynamic, customer focused and autonomous approach
- Professional, pleasant and cultivated appearance

We are very much looking forward to receiving your application and please send this via e-mail to: personal@buehnen.de

Please respect the maximum size of the mail of 3MB. Further information can be found here: <http://www.buehnen.de/jobs>

- Experienced in Field sales with self-generation of leads for new prospective customers
- Proficient with compiling and executing sales plans
- Successful completion of commercial or technical apprenticeship
- Experience with adhesives and/or application equipment is beneficial
- Educated in the use of PC and common software tools/programs
- Driver's license B
- Willingness to travel
- Long-term career orientated

Alternatively – we are looking for a Junior Salesperson and we understand that you may not have all the qualifications as listed above – but please feel free to hand in your application.

What we offer:

An interesting and versatile role with a high degree of personal responsibility within a successfully growing family-owned company. You will find straight decision paths, modern IT equipment, an open company culture, and a friendly working environment with your colleagues.

Furthermore, we offer an extensive training program, an attractive and result-orientated bonus scheme, and a company car also for private use.

As a family owned company, we offer both a highly comprehensive range of adhesives and application technology – a unique combination. We believe in quality, reliability and innovation. Customers from various industries trust our ability to develop customized solutions to improve their production requirements. To continuously excel, our team works with competence, passion and personal engagement, which makes us a well-respected partner in the market.

BÜHNEN GmbH & Co. KG
Hinterm Sielhof 25
28277 Bremen
www.buehnen.de

BÜHNEN
ADHESIVE SYSTEMS