

Our client is part of one of the biggest industrial companies in the world. To further growth we are looking for the

European Sales Director – Radiography Systems (m/f/x)

Role Summary:

The Sales Director is responsible to develop and implement the Commercial/Business pursuit of multi-segment integrated opportunities within their region. Each Region Director will also have oversight responsibilities of active X-ray testing machines projects in their region, facilitating alignment between Product Company and Region. This role will deliver seamless performance while aligning with business objectives and ensuring compliance with our company.

Essential Responsibilities:

- Execute on assigned operating plan to assure that business achieves growth, orders and cash targets
- Provide strong leadership and coaching for an international sales team
- Build influential relationships with assigned customers at all levels and develop strategies to win profitable business from those customers
- Identify, qualify and develop opportunities driving growth
- Develop customer strategies and pursuit / campaign plans
- Interact with CRM systems tracking pursuits and opportunities
- Demonstrate commercial and technical expertise within the X-ray testing machines market segment
- Support division input for operating planning and forecasting
- Support strategy and growth initiatives for the division
- Participate in negotiations as needed to close deals
- 25%-50% domestic & international travel as needed to meet job requirements

Qualifications / Requirements:

- M.Sc. Degree in Engineering
- Significant years of experience in direct sales or account management
- Significant years of experience in the X-ray testing machines industry
- Fluent in German and English. Other languages such as Italian and French are a differentiator
- Excellent interpersonal, communication, and presentation skills
- Entrepreneurial attitude

- Proven leadership track record, ability to manage big cross-cultural teams, mastery of influencing skills, ability to work in a matrix organization
- Ability to travel frequently across Europe
- Proven track record in driving customer outcomes, collaborating with cross functional teams, leading in all ways, innovating, and collaboration without boundaries
- EU Passport or work permit for EU required

Desired Characteristics:

- MBA from accredited business school or equivalent knowledge
- Strong interpersonal and leadership skills
- Demonstrated ability to analyze and resolve problems
- Demonstrated ability to lead programs
- Ability to document, plan, market, and execute programs
- Established project management skills

Have we piqued your interest?

Please provide your CV including the earliest start date and your actual annual salary to:

k.engfer@engfer-consulting.de

Further interesting opportunities on:

www.engfer-consulting.de