



With its established and well-known brands **TAKRAF** and **DELKOR**, the **TAKRAF** Group develops innovative technological solutions for the mining, bulk material handling and processing technology industries. With around 1,000 employees in Europe, Africa, Asia, America and Australia, **TAKRAF** offers challenging and exciting career opportunities across the whole world.

Sales Manager – Mining & Bulk Material Handling Systems (m/f/d)

Permanent and full-time position – To start as soon as possible in Leipzig, Germany.

Your tasks:

- **Acquisition of orders** for mining and bulk material handling equipment in **Western Europe** and **Central Asia**
- **Market observation**, pre-acquisition and project selection as well as expansion and maintenance of the sales and agent networks
- Independent **proposal preparation** and presentation up to contract conclusion
- **Cooperation** with various departments involved in the preparation of offers
- **Collaboration** and **offer coordination** with the regional offices in the **North American** and **Australian**
- Regular meetings **with the regional offices** operating in your sales regions and ensuring the flow of information with the local sales managers
- **Reporting** to the head of sales
- Regular maintenance of the company's internal **CRM system**

We offer you:

- A job in one of the most liveable cities in Europe
- 30 days of annual leave
- Flexible working hours and partially mobile working
- An international, globally operating team
- Attractive salary package and extra payments
- Individual professional development opportunities
- Annual feedback discussions
- Company pension plan and health care
- Regular team events
- Free coffee and on premise cafeteria
- On premise car park and secured bicycle parking
- An office easy to reach by public transport

Your profile:

- University degree in the fields of industrial engineering, business administration, mechanical engineering or similar
- At least 5 years of relevant sales experience, preferably in mechanical and plant engineering
- Very good technical knowledge, ideally in the field of mining and bulk material handling
- Excellent communication skills and assertiveness
- Customer-oriented and professional conduct
- Goal-oriented and independent way of working
- Team spirit and intercultural competence
- High degree of flexibility and willingness to travel internationally
- Fluent in English – other languages are beneficial

As a **Sales Manager (m/f/d)**, you can expect varied tasks in a technical, international environment. You will be supported by our competent and highly motivated team.

Become part of it!

Learn more about our exciting company history, our innovative products and technologies and about your career at **TAKRAF** at **www.takraf.com**.

Now it's your turn!

If this opportunity interests you, please send your application to: **jobs@takraf.com**.

For any initial enquiries you may have, **Michelle Lammel** will be pleased to assist you.