

Our client is a company that is specialized in milking technology and has its headquarters as well as the production site in Europe. The company has a dynamic and energetic atmosphere, even though the products of this young company are already well established in more than 30 countries all over the world. Here you will find an inspiring and collaborative team, flat hierarchies, approachable contact with your colleagues, lots of creative possibilities for those who want to participate, a keep it simple mentality and most important the joy of being successful together. The closeness to the farmer, a product that makes milking more profitable and the improvement of animal welfare are just as responsible for the success as the innovative mentality.

As part of a succession plan and due to a phase of expansion we are looking at the earliest possible date for the

Sales Director Central Europe (m/f/d)

Your responsibilities:

- As Sales Director Central Europe you are the face of the company in Germany
- You are responsible for profit and loss in Germany, but also in Switzerland, Austria, Poland, Denmark, Netherlands and other countries following
- You lead and motivate a team with almost 10 members and a handful of dealers, also you take care of the set-up of the sales team
- You are responsible for the annual potential double-digit million revenues as well as the forecast
- You create and realize B2C sales and marketing strategies for existing and new markets
- Development of the market via primarily new customer acquisition
- The corporate strategy is the basis for you to support the success of the sales team
- You take care of the technical service
- You use your network to promote the product and you reasonably follow leads
- The expansion of the area Central Europe is your area of competence, as well as the increased market penetration of the existing markets
- You have the responsibility of organizing the participation on trade shows and sales events
- You are the interface between the German country organisation and the international headquarters
- To monitor the reporting and economic figures as well as managing the sales team regarding the KPIs is your daily business
- You directly report to the one of the directors

Your qualifications:

- You feel at home in the field of the dairy business and already gained a few years of experience in leadership
- You have an academic agricultural, economically or veterinary background. Candidates with a similar education are also welcome
- Your heart beats for sales, marketing and technology
- With your contagious optimism and your hands-on attitude, you are able to establish yourself fast within the organisation and with the customer
- You are a role model because of your customer orientation and your service mentality
- You are characterized by strong communications skills and you are business fluent in German and English
- You are experienced in using MS-Office and CRM tools
- You like to travel regularly and sometimes international from Home Office, multi-day business trips are required

Our offer:

We offer you the chance to establish yourself in a well-known area in a fresh medium-sized company and to be responsible for people and results within the European market. The company and the team are spread over three continents. You can be part of a team where every member of this company wants to revolutionize the world of milking and improve dairy farming. Through your influence your field of responsibility in Europe will further grow in the future. You have a key role in the European market. In this position you have the rare opportunity to develop yourself and to become the general manager of German enterprise. Strong leadership personalities have also the possibility to develop within the international, entire organisation.

We would like to get to know you! For the first contact, our consultant Dr. Anna Kynast and the team from Hardenberg Consulting will be pleased to talk to you on the phone at +49 8178 9986410. Please send your details (covering letter, CV, salary expectations and your earliest possible starting date) by email to application@hardenberg-consulting.com indicating the code number **1977111**.

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