



**PACKAGING AUTOMATION  
DEUTSCHLAND**

<b>Description</b>	<b>Sales Manager</b>
<b>Area</b>	Germany, Poland, Austria, Switzerland (German speaking area)
<b>Company</b>	CMC Deutschland GmbH, Salzstr. 45, 41460 Neuss, Germany
<b>Location</b>	<ul style="list-style-type: none"><li>• Eastern Part of Germany: Brandenburg, Berlin, Sachsen, Sachsen-Anhalt</li><li>• Northeast of Bayern / near to border of Czech Republic</li></ul>
<b>Position type</b>	perm
<b>Travel required</b>	yes
<b>Job Description</b>	
<p><b>Position Description:</b></p> <p>CMC Spa is seeking for a Sales Manager, employed by CMC Deutschland GmbH, with technical and hunting skills, to partner with our sales team in order to represent CMC Spa and its subsidiary CMC Deutschland GmbH in a highly professional, engaging, and genuine manner. The candidate plays a key role in expanding CMC Spa's market presence in Germany, Poland, Austria, Switzerland. The Sales Representative will be the first line of engagement with future customers in his sales area and has an impact on the success of our CMC Spa organization.</p> <p><b>What we're looking for:</b></p> <ul style="list-style-type: none"><li>• 3-5 years of lead generation or technical sales experience or project management</li><li>• Experience with e-commerce / retail supply chains and / logistics industry / or fulfillment</li><li>• Excellent communication style (email, phone and personal)</li><li>• Experience in relationship development and opportunity identification</li><li>• Ability to learn/understand and articulate our solution and value propositions</li><li>• Strong organizational and time management skills</li><li>• Demonstrate the ability to use or learn prospecting tools including LinkedIn, Zoom and Salesforce</li><li>• Bilingual (German, English)</li><li>• Willingness to travel</li></ul> <p><b>What you'll be doing:</b></p> <ul style="list-style-type: none"><li>• Identify and pursue sales opportunities within your region</li><li>• Develop new accounts while maintaining and upselling existing accounts</li><li>• Identify business opportunities by analyzing current technology trends</li><li>• Develop targeted call lists</li><li>• Create personalized emails to engage targeted accounts</li><li>• Utilize social selling techniques to expand the network and open new opportunities</li><li>• Provide exceptional customer service to inbound inquiries</li></ul>	



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- Document all your activities within Salesforce

**Physical Demands and Working Conditions:**

- Frequent Customer visits with overnight stays
- Visiting shows, conferences

**Why join us?**

- Be part of an established company with amazing growth rates
- Contribute your own experiences
- Develop and hone your sales skills
- Opportunity for advancement

**CMC Packaging Solutions**

CMC Germany located in Neuss is a wholly owned subsidiary of CMC S.p.A. Italy, the global market leader for packaging on demand machines. CMC has served the global packaging, mailing and graphics markets since 1980 and has built a reputation for developing innovative solutions.

CMC Germany rapidly building German sales and service presence.

For more information on our product lines visit [www.cmcsolutions.com](http://www.cmcsolutions.com)

**André Warth**

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