

**HÖFERUNDTAUSCH** places qualified specialists and managers in all areas of business, the service industry and the skilled trades.

Together with our customer, an automotive supplier in the area of Dresden, we are expanding the sales team.

## Head of Sales \*

### Your tasks (excerpt)

- ⇒ Ensuring continuous utilization of production
- ⇒ Expansion of international customer networks and support of key accounts
- ⇒ Close technical cooperation with customers and internal development to open up new areas of application and markets
- ⇒ Development of sales strategies and implementation with the sales team
- ⇒ Close cooperation with marketing and management
- ⇒ Technical and disciplinary management of field and office staff
- ⇒ Improvement of the performance of the sales team by initiating and following up on appropriate measures (education, training, coaching)
- ⇒ Representation of the company at trade fairs and events

### Requirements of our client (excerpt)

- ⇒ Completed technical or business studies
- ⇒ Several years of professional experience in sales management and key accounting
- ⇒ Sales and negotiation experience in the automotive supply industry
- ⇒ Willingness to travel nationally and internationally
- ⇒ German language skills from C1 and English language skills from B2
- ⇒ Valid work visa for Germany

**We look forward to receiving your informative documents, which you can send us by e-mail – ideally as a summarized PDF file to [bewerbung@hoeferundtausch.com](mailto:bewerbung@hoeferundtausch.com) want to send.\*\***

\* **AGG note:** The job offer is gender-neutral. A sporadic use of only one gender form is done exclusively for the sake of better readability.

\*\* In order to conserve our environmental resources, we would like to receive your applications by e-mail. We will therefore only return your documents to us by post if a sufficiently stamped envelope is enclosed.

**We are pleased to be able to support you in your search for a new job!**

**HÖFERUNDTAUSCH**