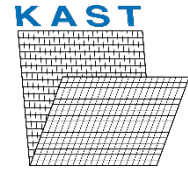


JOB TITLE



FIELD/ DEPARTMENT SALES MANAGER

Location:

Greater Atlanta (Georgia)
North- and South Carolina

Position Type:

Full-Time Part-Time Contract Temporary Other

Experience:

Internship Entry-Level Associate Mid-Level Senior Executive

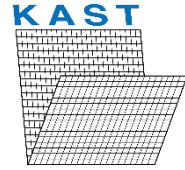
Description:

Company and job description

- Develop and implement sales strategies with the German office
- Hire and develop new sales team members to achieve sales goals
- Establish professional relationships with key personnel in customer accounts
- Negotiate and close agreements with prospective customers
- Manage and oversee the daily operations of the developing sales team
- Monitor and analyze sales performance metrics
- Manage the Budget for expenses and income for all activities of the US subsidiary
- Prepare quarterly and annual sales forecasts and formal reports of the results
- Record sales contacts and report monthly contact summaries to German office
- Perform research, identify and contact new potential customers
- Facilitate effective solutions and product application developments to meet customer and prospect needs
- Liaise with Sales, Product Development and Executive management in Germany
- Visit customers and prospects as needed, both in person and online
- Be prepared to move into the position as future Executive top manager of the firm

Responsibilities:

- Capable of managing a team of professionals
- Understand and manage company financial results and reports, including Budgets, Profit and loss, receivables, balance sheet
- Prospect new customers in order to grow Sales and Profits of Technical Textiles imports from the German parent company



Requirements:

- Successful experience as a business-to-business Sales person 5 years minimum
- Bachelor degree in Sales, Marketing, Business Administration or relevant field
- Experience and computer skills with Sales tracking and written communication software
- Strong communication, presentation and leadership skills
- Excellent time management skills
- Customer-oriented with demonstrated negotiation skills
- Problem solver
- Living in or able to locate to the Southeastern US, Georgia or South Carolina
- Knowledge and experience with Textile products is a strong bonus
- Having or able to get a passport and travel by air, as needed
- Positive attitude and winning personality

Start date:

First quarter 2022

How to apply:

Please submit your application materials to:

Sebastian Häring

s.haering@kast.de

(subject line: sales manager)

Referrals are welcome