



BE MAD

Make A Difference
and **Join** the Team!

“ Working at conTeyor is MAD. ”

Working at conTeyor is MAD. MAD stands for Making A Difference, and that is what every conTeyor colleague does, every day. We all Make A Difference. For ourselves, our team, and foremost for the customer, as we all contribute to delivering that excellent service.

conTeyor is an international player in the development and supply of reusable packaging solutions for delicate manufacturing parts (for 90% in the automotive sector). The organization has been developing and producing patented sustainable solutions in textiles, plastic and steel since 1995 and has been a market leader in Europe for more than 25 years. www.conteyor.com

We are in full expansion in **GERMANY** and would like to strengthen our local team with a passionate and driven **(M/F/X)**

ACCOUNT MANAGER

Technical Sales Position in the Automotive packaging industry

YOUR ROLE : Sales & Packaging solutions Project Manager

- As Account Manager, you have the final responsibility for the Sales Revenue and the profitability of the dedicated client portfolio.
- You develop the marketplace for conTeyor products (Textile- Plastics- Steel packaging solutions) and grow our existing business with the aim of achieving market leadership in line with company goals and strategies.
- You establish a solid network and strong business relations with the client portfolio that you take over and with potential customers to generate new business opportunities.
- As a trusted partner in B2B supply chain efficiency, you propose tailor-made packaging solutions to your customers (mainly from the automotive industry) and anticipate their logistic challenges to increase their profitability.
- In charge of the complete sales process, you initiate contacts, analyse the client needs, develop proposals and negotiate when required.
- In close collaboration with the project engineers, you develop custom-designed conTeyor solutions to meet clients' packaging needs.
- You coordinate activities with the technical/commercial back office located in Poland and ensure an efficient project management.
- You support marketing activities needed to achieve the area ambitions.
- This position is home based and regular travel to visit customers is required.

YOUR PROFILE : Entrepreneurial & Solution Selling

- You have an engineering or commercial Master degree (or equivalent through extended experience) and a proven experience in solution sales in the Packaging or Automotive sector or as a packaging Engineer within an OEM.
- A very good understanding of the German automotive industry is required.
- As an expert in your domain, you give advice and value to your clients and develop long term trusting relationships with them.
- Being an efficient project manager, you know how to align external demands and internal resources in order to deliver state of the art solutions to your clients.
- You are a persistent, goal-oriented sales professional with excellent negotiation skills and a strong customer orientation.
- Collaboration is essential for you and you are recognized for your team spirit, your positive attitude and your engagement and integrity.
- You are a self-starter with very good organizational skills.
- Fluency in German (written and verbal) is required as well as a good working knowledge of English.

What can conTeyor offer you?

- A unique opportunity to work for an international, innovative company that offers high-quality products and present in 34 countries across Europe, the United States and North America.
- An environment with a strong company culture based on trust, integrity, and respect for the individual.
- A company that has sustainability in its DNA.
- The chance to develop your skills and expertise by working with a team of senior experts in Returnable Packaging Solutions.
- A flexible working model to organize your work and your responsibilities in full autonomy.
- A human scale organization with short decision lines that encourages creativity and initiatives and can offer international career opportunities.
- Excellent remuneration and benefits with a bonus and a commission system.

Excited?
Join our team today!

Please send your CV **in English**
to Paola Bon, Talent Acquisition
Manager via job@conteyor.com

