



BE MAD

join the
conTeyor 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

To sustain its growth in **Eastern Europe** the company is looking for a

Sales Manager Slovakia- Eastern Czech Republic (M/F)

Business developer in the returnable packaging industry

YOUR ROLE : Expand business & Develop packaging solutions

- As Sales Manager, you have the final responsibility for the Sales Revenue and the profitability of the dedicated area.
- You develop the marketplace for conTeyor products (Textile- Plastics- Steel packaging solutions) in Slovakia & the Eastern part of the Czech Republic 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 existing and potential customers and generate new business opportunities.
- As a trusted partner in B2B supply chain efficiency, you propose tailor-made packaging solutions to your customers 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 (Slovakia or Czech Republic) and regular travel to visit customers is required.

YOUR PROFILE : Technical sales with business development skills

- You have an engineering or commercial master's degree (or equivalent through extended experience) and a proven experience in solution sales in the returnable packaging sector and/or as a packaging manager in the automotive sector.
- A good understanding of the local 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.
- Thanks to your project management skills, 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 Slovak, Czech (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 South 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
- Autonomy in the organization of your time and of your responsibilities
- A human scale organization with short decision lines that encourages creativity and initiatives and can offer international career opportunities
- A competitive fixed salary combined with fringe benefits

Excited?
Join our team today!

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

