



## Area Sales Manager (H/F) - Montauban Montauban, Occitanie

*Harry Hope, cabinet de recrutement accompagne candidats et entreprises dans leurs recherches des meilleures opportunités en France et à l'international.*

*Afin de mieux répondre à vos enjeux, tous nos consultants sont spécialisés par secteur d'activité et zone géographique.*

*Nous recherchons un(e) :*

### Area Sales Manager (H/F) - Montauban

#### Votre mission :

Are you ready to join a dynamic, cutting-edge international company

A group that shines as a leader in its sector with nearly 200 million turnover generated. The client is an multinational organization specializing in agro-food process. As business continues to expand, they are looking for an Area Sales Manager.

You will be responsible for driving sales within the Netherlands, Germany, Austria, and German Switzerland.

Your role will involve maintaining existing client relationships while cultivating new business opportunities.

#### Key Responsibilities:

- Identifying and engaging with potential clients, particularly for new product lines.
- Collaborating with our design team to assess client requirements and technical specifications, subsequently developing tailored proposals.
- Generating quotations and preparing commercial offers.
- Presenting and advocating for projects to clients, overseeing coordination with technical departments for project initiation and manufacturing.
- Acting as the primary point of contact, managing projects from installation through to final payment.
- Expanding our commercial network by identifying and recruiting agents in untapped markets.
- Providing guidance and support to our network of agents, assisting in prospecting activities as needed.
- Ensuring transparent communication through regular reporting to management

#### Votre Profil :

Technical sales background, with qualifications in technical or business engineering, and a minimum of 5 to 10 years' experience within the industrial sector, preferably in agro-food processing (machinery, process lines, packaging).

Strong technical aptitude and the ability to analyze client needs effectively. Proactive and detail-oriented, capable of adapting and quoting complex packaging solutions to address client challenges and offer innovative alternatives.

Proficiency in CAD software (AutoCAD) and advanced Excel skills.

Exceptional negotiation skills, with excellent interpersonal and communication abilities to understand and address client requirements.

Demonstrated resilience, determination, and availability to excel in this role.

#### Référence

24022215060

#### Date de publication

22/02/24

#### Entreprise

Harry Hope

#### Région

Occitanie

#### Ville

Montauban

#### Secteur

Services Commerciaux

#### Type de contrat

- Temps plein
- CDI

Fluency in English, German, Dutch, and/or Flemish is essential. Proficiency in French is desirable.

**Conditions d'emploi :**

Contrat : CDI

Remuneration: Competitive salary commensurate with experience.

Lieu : Montauban (82)