

Head of Sales Industrial Solutions EMEA

Descrição da função

Your Tasks:

- **Strategic Acumen:**
 - Develop and execute comprehensive sales strategies for the Industrial Solutions business in EMEA.
 - Identify market opportunities and drive growth initiatives.
- **Performance Management:**
 - Ensure achievement of sales targets and financial goals.
 - Enable and motivate the sales team to perform at their best.
 - Oversee and optimize profit margins.
- **Team Management:**
 - Lead, mentor, and develop a high-performing sales team.
 - Foster a collaborative and results-driven team culture.
- **Customer Engagement:**
 - Participate in high-stakes customer negotiations.
 - Set priorities and manage the customer portfolio effectively.
- **Cross-Functional Collaboration:**
 - Work closely with support functions such as application engineering and sales operations.
 - Manage and oversee complex projects, ensuring alignment with business objectives.

Requisitos

Your Profile:

- **Background & Experience:**
 - Degree in Business Administration, Economics and/or Engineering.
 - Minimum 10 years job experience in an international industrial environment, preferably in Sales and/or Key Account Management.
 - Minimum 5 years job experience and proven track record in a (senior) sales leadership role within the industrial solutions sector.
- **Skills:**
 - Strong strategic thinking and execution capabilities.
 - Excellent performance management and team leadership skills.
 - Effective negotiation and customer relationship management.
 - Ability to manage complex projects and collaborate across functions.
- **Attributes:**
 - Results-oriented with a focus on achieving targets.
 - Exceptional communication and interpersonal skills.
 - Ability to thrive in a fast-paced and dynamic environment.

O que oferecemos

The well-being of our employees is important to us. That's why we offer exciting career prospects and support you in achieving a good work-life balance with additional benefits such as:



Identificação da vaga
REF82444T

Local
Szeged

Nível de liderança
Leading People

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
ContiTech Rubber Industrial Kft.

- Training opportunities
- Mobile and flexible working models
- Sabbaticals
- and much more...

Sounds interesting for you? [Click here to find out more.](#)

[Diversity, Inclusion & Belonging](#) are important to us and make our company strong and successful. We offer equal opportunities to everyone - regardless of age, gender, nationality, cultural background, disability, religion, ideology or sexual orientation.

Ready to drive with Continental? Take the first step and fill in the online application.

Quem somos

ContiTech Industrial Solutions EMEA is seeking a strategic and results-driven leader to drive our Industrial Solutions business. As the Head of Sales, you will own the business, develop and execute sales strategies, and ensure target achievement. You will build and lead a high-performing team, manage key customer relationships, and oversee complex projects. The ideal candidate has a proven track record in senior sales leadership within the industrial solutions sector and excels in strategic and performance management.