

## JOB DESCRIPTION.

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<b>DATE:</b>	05.09.2023	<b>START DATE:</b>	Oct-Nov 2023
<b>PLACE:</b>	U.S.A.	<b>REPORTING TO:</b>	Chief Commercial Officer

# US SALES MANAGER.

**For Industrial Container segment.**

## RESPONSABILITIES.

### Sales and Business Development.

- Develop and execute sales strategies tailored to our industry to meet or exceed revenue targets in the US market.
- Leverage industry knowledge to identify and establish relationships with new customers.
- Conduct industry-specific market research to identify trends, competitors, and growth opportunities.
- Present and negotiate sales contracts with potential clients, demonstrating expertise in our industry.

### Travel.

- Travel domestically at least 50% of the time to meet industry-specific clients.
- Plan and coordinate travel schedules to maximize engagement within our industry and lead generation.

### CRM and Data Management.

- Ensure accurate and timely data entry into the CRM system, with a focus on industry-specific data points and customer interactions.
- Utilize CRM data for industry-specific analysis, reporting, and decision-making.

### Exhibition Participation.

- Represent the company at industry-specific trade shows, exhibitions, and events.
- Manage the company's booth at industry events, engage with attendees, and capture industry-relevant leads and feedback.

### Reporting and Analysis.

- Prepare regular sales reports, forecasts, and industry-specific market insights for senior management.
- Analyze industry-specific sales data to identify areas for improvement and develop tailored sales optimization strategies.

## YOUR PROFILE.

- Bachelor's degree in Business, Marketing, or related field.
- Proven track record of successful sales and business development within our industry in the US.
- Expertise in industry-specific knowledge and market dynamics.
- Familiarity with CRM systems and sales analytics, with a focus on industry-specific metrics.
- Willingness to travel extensively within the US while maintaining industry expertise.

## YOUR SOFT SKILLS.

- Exceptional communication, negotiation, and presentation skills.
- Self-motivated with the ability to work independently.

## WHATS IN OFFER FOR YOU...

The opportunity to work in a truly global, fast-growing company. You will be involved in a number of exciting transformational projects. You will get the chance to grow, develop your career – and most importantly – have FUN!

**If this sounds like a job for you, please send your application to:**

[careers\\_es@THIELMANN.com](mailto:careers_es@THIELMANN.com)

Good luck with your application!