

MORE POWER – WITH YOU!

Sales Director (f/m/d)



Smart Battery Solutions GmbH (SBS) is a young, fast-growing, highly innovative, ownermanaged company in the battery industry with currently almost 100 employees. We develop and produce customer-specific lithium-ion batteries and standard solutions as well as the necessary battery management systems. Customer industries are electric mobility solutions such as e-bikes, water vehicles, drones, industrial systems such as driverless transport systems, power tools or warehouse automation and mobile robot systems.

Our repeated successes as growth champion in a study by Focus and Statista show that it pays to always think one step ahead.

In the course of the further development of our management team for the Kleinostheim location, we are looking for a

Sales Director (f/m/d)

YOUR TASKS:

- Overall strategic and operational responsibility for the sales department
- Personnel management of the sales team, consisting of internal sales and key account management Responsibility and further development of the customer portfolio
- Responsibility for sales and results within the scope of the sales role
- Independent support of selected key accounts Consistent market and competition monitoring
- Development and implementation of sales strategy and acquisition strategy and planning
- Control and further development of sales processes Conducting negotiations in the national as well as international environment
- Further development and responsibility for contract management Proactive cooperation with internal contacts such as development, production, purchasing and controlling

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YOU OFFER US:

Professional qualification

- Diploma, master's degree or comparable degree in business administration, industrial engineering, engineering sciences or a comparable degree
- Several years of professional experience in a comparable function, preferably in technical sales of innovative products and services
- Management experience in sales
- Good legal knowledge in contract management (development and supply contracts of technically complex products / systems) Experience in the use of CRM systems
- Fluent negotiation skills in English

Personal skills and competencies

- Strong sales personality Strong communication and negotiation skills as well as rhetorical skills
- Very good consulting skills Strategic and entrepreneurial thinking
- High result and goal orientation
- Interest in working in a highly dynamic, fast-growing technology company and actively shaping the further growth path as part of a team

WE OFFER YOU:

- A secure job in a promising growth market
- Exciting and varied activities
- The opportunity to develop yourself together with the company Many employee benefits, such as free drinks, fresh fruit, voucher card after the probationary period
- Start-up atmosphere with "you-culture", short communication channels and helpful colleagues

Does that sound like you? - Then become part of our fast-growing company and apply!

Please send us only application documents in pdf format and let us know your salary expectations and your earliest possible start date.