

WE ARE LOOKING FOR A FULL-TIME POSITION IN KAUNAS (LITHUANIA)

Internal Sales Manager

Baltic States



Steel Pipes



Aluminium Profiles



Steel Joints



Aluminium Joints



Roller Tracks



Karakuri



Flow Racks



Rocker Racks



Transport Trolleys

Who we are ...

The BeeWaTec Group, headquartered in the Swabian town of Pfullingen, Germany, is internationally connected with a flexible and innovative product portfolio around lean manufacturing, agile production, and Industry 4.0, and has a decentralized presence through its own subsidiaries. The family-owned company is the supplier and process partner for many leading European companies in the field of workplace, logistics and production design.

We cannot and will not hide our Swabian roots. This includes the tinkerer and thinker gene as well as the proverbial efficiency thinking, which today benefits customers all over the world when it comes to developing lean, effective, and thus cost-saving solutions.

With our innovative modular system for lean manufacturing, we are one of the leading providers of lean and material flow solutions. We are a system provider and create both stand-alone solutions and complete concepts with integrated solutions for you.

As a medium-sized company, we focus on continuously high-quality standards - this applies to the manufacturing of our products as well as to the application of these systems for our customers.

If you are looking for solutions for a flexible and economical working and production environment, BeeWaTec is your perfect partner.

Main Responsibilities:

- Deliver excellent customer service
- Processing customer orders in cooperation with subsidiary in Poland
- Guiding the offer and order process between customer and the subsidiary in Poland
- Acting in a matrix role / interface function as an active contact person to our customers and the internal international departments
- Responsible for dealing with customer queries and complaints
- Following up sales enquiries using appropriate methods
- Responsibility for the development and implementation of sales promotion actions
- Communicate, liaise and negotiate effectively with customers
- Participation in the analysis of customer feedback and building up actions to increase customer satisfaction in close coordination with marketing
- Complete a range of required paperwork and filing
- Provide support to sales representatives
- Supporting the sales department with other administrative task

Required Skills, Knowledge & Experience:

- Strong ability to understand and solve customer issues
- Ability to influence and drive relationships forward both internally and externally using strong interpersonal and communication and skills
- Results/target driven
- Tenacity - the determination to close a sale and see through to a conclusion
- Competitive and passionate about making the sale
- Enjoys working alone and as part of an international team
- Proficient in all Microsoft applications, including Excel
- Experience in effectively managing a CRM system
- Fluent in English (Written & spoken) essential
- Ability to manage personal workload and prioritise accordingly

What we offer:

- working for an international company;
- Friendly team, supportive and helpful manager
- Market competitive monthly salary of 1.100 – 1.400 EUR net

You'll be part of a supportive, field-based regional team who are only a phone call away, but you'll be working by yourself on the whole, so you need to be comfortable with building relationships remotely and motivating yourself. We'll teach you everything you need to know about our products, the IT systems you'll use on the job and advanced sales skills – you just need to be motivated to learn.

Have we caught your interest?

Then we look forward to receiving your application documents, including your possible starting date.


Please send them to:

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