

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

Technical 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:

- **Sales Strategy** – Develop and implement a comprehensive sales strategy that aligns with the company's growth objectives and market opportunities.
- **Market Expansion** – Identify new market segments, regions, and industries for our products and solutions and develop plans to penetrate and grow in these areas.
- **Customer Engagement** – Cultivate and maintain strong relationships with key clients, partners, and industry influencers to drive business development and long-term success.
- **Product Knowledge** – Deep understanding of the company's product portfolio to effectively communicate their value proposition to customers.
- **Sales Performance** – Monitor and analyze sales metrics, pipeline, and conversion rates to track progress and adjust strategies as needed.
- **Collaboration** – Collaborate closely with cross-functional teams including R&D, marketing, and customer support to ensure seamless product development, launch, and support.
- **Market Insights** – Stay current with industry trends, competitor activities, and customer needs to inform product development and sales strategies.
- **Revenue Growth** – Achieve and exceed revenue targets by driving sales initiatives, negotiating contracts, and closing deals.

Required Skills, Knowledge & Experience:

- Bachelor's degree in engineering, or a related field
- Strong technical background
- Proven track record of success in sales roles
- Ability to build and maintain strong client relationships.
- Ability to influence and drive relationships forward both internally and externally using strong interpersonal and communication and skills
- Results/target driven
- Ambitious, proactive and enthusiastic, with a strong entrepreneurial attitude.
- 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
- Willingness to travel as required

What we offer:

- working for an international company;
- Company vehicle and fuel card for sales roles
- Work from home
- Friendly team, supportive and helpful manager
- Market competitive monthly salary of 1.500 – 1.800 EUR net + Excellent incentive pay system based on performance

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:

BeeWaTec Baltics UAB


Frau Paulina Kowalkowska

Chemijos g. 15

51332 Kaunas

 +49 (0)7121-62 87 16-302

 career@beewatec.com

 www.beewatec.com