

For our Flexographic Products Sales we are looking for a

Sales Director Nyloprint m/w

Flint Group has long been dedicated to serving the global printing, converting and colourant industries. Flint Group employs over 7,300 people who are committed, on a daily basis, to providing our customers with the exceptional value, consistent quality and continuous innovation they have come to expect and deserve. We are represented in over 100 countries. More than 80 distribution outlets worldwide provide expert advice and competent service supporting our wide product range of sleeves, adapters, flexographic and letterpress printing plates, washout solvents and plate making equipment.

Job involvement:

- Development of business plans and sales strategies that ensure attainment of company sales goals and profitability.
- Responsible for global sales budget, both top and bottom line (contribution margin)
- Prepare action plans globally, and regionally together with the respective regional sales organisation in the search of sales leads and prospects including their follow up to generate sales
- Initiates and coordinates development of action plans to penetrate new markets with existent or new products
- Assists in the development and implementation of marketing plans as and when requested
- Provides timely feedback to senior management regarding sales performance and market developments
- Provides timely, accurate, competitive pricing and service offers for all completed prospect applications submitted for approval, while striving to maintain maximum profit margin.
- Maintains accurate records of all pricings, sales, and activity reports globally and regionally
- Creates, conducts and assists proposal presentations globally and regionally as and when needed
- Controls expenses to meet budget guidelines.
- Adheres to all company policies, procedures and business ethics codes

Qualifications and Experience:

- Ideally 3 -5 years of experience in international sales management related to nyloprint products
- Technical expertise in nyloprint related products with strategic mindset and commercial acumen
- Experience with enterprise software solutions, ideally SAP but not mandatory
- Extensive experience in all aspects of Customer Relationship Management.

Personal Attributes:

- Strong understanding of customer and market dynamics and requirements.
- Willingness to travel extensively and work in global teams within a matrix organisation of professionals.
- Master English language at negotiation level

Interest? We would be pleased to receive your application.

Please send your comprehending documents to:

Flint Group

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