

## Industry Sales Manager (Dairy & RMT)

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Company: Foss

Location: Poland

Category: other-general

### **We are looking for an Industry Sales Manager (Dairy & RMT) to join our sales- and service subsidiary in Poland.**

The Industry Sales Manager (Dairy & RMT) is responsible for the sale of the organization's products in the specified market segment of Laboratories for Poland. This position sells the Company's products and services using technical, organizational, and customer knowledge to influence customers and assist them in applying the Foss products/services to their needs resulting in revenue generation. In addition, he/she provides input and participates in the marketing, market planning and technical development of products and services.

The Industry Sales Manager (Dairy & RMT) will work out of a home office. Travel required in the range of 60-75%. The Industry Sales Manager reports to Managing Director. There are no direct reports to this position.

Our main clients from Dairy&RMT industry are located in the north-eastern part of Poland but you will be responsible for whole country. The place of residence may be outside of Warsaw.

### **Position Requirements and Specifications**

The ideal candidate comes with

A minimum of 5 years' experience in a sales role in a business-to-business sales environment

A strong track record of meeting/exceeding sales revenue projections in capital equipment sales; experience in driving revenue in technical products/instruments strongly preferred

Experience in cross-selling and Value Based Selling (benefits and profit enhancement

proposition) rather than selling price alone preferred

Excellent Computer skills desired for customer relationship management software, proposals and presentations including, CRM i.e. Salesforce, Microsoft Office suite applications such as PowerPoint and Excel are required

We imagine your educational background to be a bachelor's degree in Food Processing, Engineering or other related field.

**Major Position Accountabilities:**

You job is to sell instrumentation to food producing, food processing and agricultural accounts, defined by FOSS Market Segments.

This includes to:

be responsible for overall sales performance in territory that is met in manner that maximizes customer satisfaction and is within sales budget for that region

Create sales strategies for each account including Key Accounts and national Accounts

Create and manage territory plan including measurable goals and timetable for actions

Maintain accurate records with respect to prospects, pre-implementation planning/proposal preparation, sales calls, quotations, pricing, etc., using CRM system

Furthermore we expect you to

Provide input to marketing/sales with respect to competition and competitive pricing including products, applications, new product development etc.

Participate in trade shows

**Critical Success Factors:**

We are looking for an experienced candidates who comes with excellent sales skills from a B2B role

If you can recognize following characteristics, you might be the one we are looking for:

Action oriented with a proven ability to achieve results

Strong customer focus with ability to effectively interact with current and prospective customers to close sales or provide customer care

High degree of integrity and professionalism

Ability to work with a variety of personalities and styles

Strong relationship building skills both internally and externally

Experience as a self-starter and multi-tasker, self-motivated, with a capacity to perform in a fast paced environment

Effective written and verbal communication skills, including presentation skills

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#### Cross References and Citations:

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