



Our client, Bucher Emhart Glass, is the world market leader in advanced technologies for the production and inspection of glass containers. The company employs around 1,700 people at various production sites worldwide, with approximately 60 employees at its headquarters in the Canton of Zug. Due to succession planning, we have been exclusively commissioned to contact you for this position.

## **Sales Director Southern Europe / Middle East & Africa (a) 100%**

An essential part of your role is maintaining long-term customer relationships. You will also take on the role of a Key Account Manager, overseeing your own accounts. In this position, you are responsible for achieving the annual sales targets in your sales region. You will lead a team of 3-4 Account Managers who operate from various locations in Europe. You will analyze trends, initiate targeted measures, and work closely with product management, project management and marketing. You will report to the Vice President Sales & Marketing.

To be successful in this role, you have completed a technical degree, ideally in mechanical engineering or automation. Additional business administration training with a focus on sales is an advantage. Several years of experience in a leadership role in international sales in the machinery or system business area is a must. You are proficient in writing and negotiating in English and German; additional language skills such as Italian, Spanish or Portuguese are a plus. You enjoy customer and network management on the international stage. You approach tasks pragmatically and solution-oriented, and you are characterized by perseverance, entrepreneurship, and high self-motivation.

You will sell top products and services from the world market leader – the international stage is yours! If you are willing to travel 40-50%, we look forward to receiving your application, which you can conveniently submit through our online portal.

Jetzt Bewerben



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