



Join the Team



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POWERING YOUR WORLD

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Sales Manager Stationary Power / Energy Solution Systems (m/f/d) MENA, SEA, Greater EU

Main Purpose of Job:

- Drive growth and secure the LIAG Power sales business. Covering new genset sales
- Responsible for Order Intake & Sales related activities in defined region, and to meet Sales and Growth objectives for the LIAG Genset Power.
- Build and maintain optimal relations with customers and global organisation in region, based on CRM methodology
- Develop Sales Plan to ensure activities are defined to meet target for order intake, contribution margin and sales in the territory.
- Follow up with team members from IGCs to ensure progress and facilitate team based efforts and a joint approach to the market.
- Support data quality in CRM and adequate information level for quality work.
- Ensure appropriate reporting on sales opportunities funnel, sales plans, budgeting, booking forecast, and KPI's are in place to protect business interests and mitigate risk.
- Provide Management with status updates and updates on sales plans.
- Support the settlement of debtor issues.
- Ensure Ethics & Compliance rules are followed in the daily work.

Your qualification:

- Technical education with subsequent commercial experience or alternative commercial education with subsequent building up of a solid technical background.
- In-depth understanding of power industry, esp. new sales market. Power plant business exposure is highly appreciated
- Preferable with having a strong existing network of customers and industry decision makers
- Strong understanding of project financing & sales contract T&C
- Team builder and capability to deliver results in short time
- Sales hunter profile is required. New Sales Manager must be hungry for results.
- Be capable of working independently and be competent to transact business within more specified area of responsibility, - international experience and used to travelling (travelling activities 80-120 days)

About us:

We are one of the most innovative suppliers of equipment in the field of electrical power systems. Lindenberg-Anlagen GmbH is a leading manufacturer of diesel and gas power generators for worldwide use in marine and industrial applications. Our portfolio ranges from standardised power generators to customised special gensets and complete turnkey power stations. In addition, we work as a contract manufacturer for well-known customers, e.g. in the fields of steel construction, machine enclosures and exhaust silencers. Our supplementary special solutions and the quality of our products including service have been appreciated in the industry for 70 years. At our location in Overath (near Cologne) we employ about 100 people.

Contact:

Please send your detailed application, stating your salary expectations and the earliest possible starting date to:

Lindenberg-Anlagen GmbH

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www.liag.de/jobs-careers

