



**limoss** is one of the world's leading manufacturers of linear drive technology for the furniture and care industry.

**We** have more than 10 years of experience.

**We** are in constant dialogue with our customers and partners.

**We** are willing to do something special as a team.

**We** have made **limoss**-products a trademark of innovation and quality.

**We** would like to expand **limoss** and set it up for the future.

That's why we looking for **YOU** as

## **AREA SALES MANAGER / TECHN. PROJECTMANAGER (m/f/d)**

**for our Sales Area France**

### **Your activities and tasks:**

- You are responsible for the complete customer support, from acquisition to technical advice, project management and after-sales-service.
- Independent establishment and expansion (approach, support, development and retention) of existing business relationships.
- Determination of needs, elaboration and preparation of offers and their follow-up are part of your daily business.
- Finalization of offers including technical content.
- Yearly sales-planning.
- Contract negotiations and finalization, frame and annual contracts.
- Market observation and analysis of new industry segments.
- Participation in international trade fairs.
- You stay in direct contact with the European sales team.

### **Your skills:**

- Market-related work experience.
- Knowledge and several years of experience in technical sales.
- A high degree of customer orientation under consideration of the company's economic interests
- Negotiation skills and organizational talent.
- You speak fluently French and English.
- You have an analytical, process-oriented, independently and flexible way of working.
- You have a high willingness to travel to promote personal customer contact.

To work proactively and collect information independently as well as reliability, accuracy, teamwork and good communication skills are self-evident for you.

### **We offer You:**

- Challenging and varied tasks in an international environment.
- An extensive insight into all commercial and technical areas.
- Independent and creative work for the entire sales area.
- Short decision-making processes and a high level of expertise in a team.
- Constant development opportunities.
- Your own company car

**You** are interested and looking for a new challenge?

**You** would like to be part of our international team?

**We** look forward to receive an e-mail with your complete job application also stating your salary expectations.

**limoss** GmbH & Co. KG

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