

Was verbindet,
macht uns stark!



Sales Manager (m/f/d) North Europe (remote)

Your Tasks

- Secure long term profitable growth in the region (Nordics, UK, Ireland, Baltic States, Poland, Czech Republic and other central/eastern European states) in accordance to strategic directions and business plans
- Manage the existing accounts for customer satisfaction, business retention and growth
- Acquiring new customers in target segments, including conducting market and competitor analysis to identify growth opportunities
- Handle product suggestions, offers, presentations and price negotiation
- Build and manage strong, long-term customer relationships
- Execute strategic plans to optimize supply chain and strengthen competitive advantage
- Represent the company at trade fairs, exhibitions, and industry events
- Prepare regular sales forecasts, reports, and budget plans
- Achieve and exceed defined revenue and profitability targets
- Collaborate closely with engineering team, customer service, marketing and product

What you can expect from us

- innovative spirit and flat hierarchies in a company with 225 years of tradition
- flexible working hours
- close exchange within the company
- corporate culture that stands for openness to new ideas and continuous joint development
- excellent company restaurant in Holzgerlingen
- company events
- company car also for private use
- high standard IT equipment
- and much more, check it out for yourself!

management

Your Profile

- Bachelor's or Master's degree in Business Administration, Sales, Marketing, or a related field
- Minimum 5 years of experience in B2B sales, preferably in an international environment
- Proven track record of achieving sales targets in Northern/central Europe
- Strong negotiation and communication skills
- Strategic thinker with a hands-on mentality
- High level of self-motivation, personal drive and willingness to travel (approx. 50–75%)
- Fluent in English; additional Northern European languages are a strong advantage
- Proficiency in CRM systems and MS Office

Apply Online

 Apply via WhatsApp

Please contact us if you have any questions:

Gottlieb Binder GmbH Co. KG
Human Resources
phone: [07031-683156](tel:07031-683156)

About us

The Binder Group specialises in the manufacture of repositionable fastening systems. In addition, we place a great deal of focus on our own research and development in our core technologies.

Maximum reliability, uncompromising quality and the ability to design innovative solutions for thousands of applications make us a partner of renowned companies in the automotive, aerospace, industrial, consumer electronics, personal care as well as medical and orthopedic technology sectors.

In addition to our production plants in Germany, we are represented by several international subsidiaries.

