



We are hiring! Area Sales Manager Essen Germany

Lincoln Electric is the world leader in the design, development and manufacture of arc welding products, robotic arc welding systems, plasma and oxy-fuel cutting equipment and has a leading global position in the brazing and soldering alloys market. Headquartered in Cleveland, Ohio, Lincoln Electric has 59 manufacturing locations, including operations and joint ventures in 18 countries and a worldwide network of distributors and sales offices covering more than 160 countries.

Key responsibilities

- Support and management of new and existing customers
- Independent contract negotiations and implementation of product presentations
- Acquisition of new customers and intensification of existing customer relationships
- Development and implementation of new sales strategies
- Active guarantee of high customer satisfaction
- Budget planning, pricing and competition monitoring
- Development of new markets in close cooperation with marketing and product management
- On-schedule creation of reports and customer overviews

We offer

- A structured orientation and excellent opportunities for further training
- A permanent contract
- Performance-related remuneration
- A great working environment in a highly motivated team
- Flexible working hours for a good work-life balance

Knowledge, Skills & Experience

- Relevant qualification with experience in the field sales force / technical skills
- Welding qualifications are an advantage
- Excellent communication skills in English and German
- Knowledge of the key applications desirable
- High degree of self-organisation, flexibility as well as solution and goal orientation
- Effective in working in a team environment
- Willingness to travel and intercultural competence

Interested?

Send your CV and application to:
eu-bewerbungenLE@lincolnelectric.com