

## Sales Manager (technical sales - m|w|d), full-time (37.5 h)

The JSP Group has a global presence with research, development and production of particle foams and a European presence in **injection molding**.

JSP is a pioneer in offering products to the market that are based on a circular economy concept and is passionate about innovation, sustainability and trusting customer relationships. HAPP GmbH is part of the JSP Group and we are continuing to grow together. We are therefore looking for our **injection molding business** in the Rhein-Sieg district at short notice for a **Sales Manager (technical sales - m|w|d)**.

### YOUR PROFILE:

- Excellent customer acquisition skills in future-oriented applications.
- Experience in selling technical and complex products in a B2B environment, e.g. HVAC, Filtration ...
- Independent customer and project support – supported by a highly motivated team.
- Strong technical knowledge, technical education or studies will be an advantage.
- Solid practical experience of setting up and maintaining networks in technical sales.
- Focus on customer and service orientation combined with communication and negotiation skills.
- Professional knowledge of English and German
- High willingness to travel

### YOUR RESPONSIBILITIES:

- Increase sales, revenue and achieve highest possible sustainable prices.
- Analyse sales and market dynamically and report brief, clear, correct and timely.
- Strong, dynamic and fair communication within team. ONE global JSP!
- Deliver with WOW!, speed and service and make all clients happy to work with us.
- Work closely with HVAC-OEMs and other industries-OEMs to develop new applications and innovation.
- Provide detailed quarterly action plans, support existing project teams for the benefit of clients and HAPP/JSP.
- Develop the market by new lead generation, new applications and penetration of new industries.
- Convince by creativity and a proactive approach.

### OUR OFFER:

- A permanent employment contract in a sustainable, innovative, multicultural and future-oriented company, modern working environment in a recently built location.
- A structured and thorough induction by the entire team.
- Varied, interesting and challenging tasks, opportunities to grow and develop in a global company.
- Space to bring in your own ideas and room for creativity in order to achieve our goals.
- 30 days of vacation a year, flexible working hours, home office model by agreement with manager.
- Attractive remuneration with various additional benefits (company car also for private use, work bike model, pension contribution, VWL, additional insurances ...).

For further information please visit <https://www.happ-gmbh.de/>, <https://www.jsp.com/de/>, <https://www.arpro.com/de-DE/>,  
<https://www.co-jsp.co.jp/english/innovation/overseas/>

Have we sparked your interest? Please send your CV and an expressive cover letter including your salary expectations and the next possible starting date exclusively by e-mail to: **c.happ@happ-gmbh.de**