



For our head office in 82049 Pullach near Munich (Germany)  
or working in home office we are looking for a

## **Sales Manager (m/f/d)**

In this position you secure long-term business relationships and further growth in Germany.

### **Key responsibilities:**

- You represent IFCO Systems in Germany
- You develop proposals / presentations for a conversion to IFCO (products that are currently transported in carton / wood / own crates) to retailer and discuss potentials with retailer / grower, do pack tests and analysis to show advantages for the retail in using IFCO crates.
- You are responsible for contract renewals and the implementation / conversion of new retailers
- You introduce new applications / IFCO crates at the retailer
- You are the daily contact person of the retailer to improve the supply chain
- You prepare short and middle term planning's (Forecast / Budget) and fulfil budget figures
- You communicate directly with the IFCO countries to expand the use of IFCO crates.
- You support inventories to fulfil the inventory targets in the country
- You regularly report to the line manager regarding market situation, strategies to achieve retailer satisfaction

### **We expect:**

- You hold a university degree in business administration with a focus on Sales or completed apprenticeship in a commercial area with relevant professional experience
- You have at least 3 years of post-degree working experience in sales
- You show good knowledge of the fruit and vegetables as well as the packaging industry
- You gained advanced understanding of margin and profit drivers, business acumen and commercial pragmatism
- You show proven track record in effectively presenting information and responding to management, employee, customer and supplier queries and demands
- You are able to develop strong business relationships across all levels of the business
- You can reach a quick understanding of customer requirements, accurately interpret underlying needs, buying behaviour, change drivers, influencers and direction
- You have advanced project management skills and efficient organizational abilities to meet timeframe deadlines
- You show the ability to „close the deal“ and achieve a sustainable win-win outcome
- Your knowledge of English and German is excellent both spoken and written

### **We offer:**

- A workplace in a sustainable and crisis-proof industry
- Appreciation and respectful interaction in an international team
- Flat hierarchies and short decision-making paths
- Further training opportunities
- Flexible working hours and the possibility to work mobile
- Free beverages

### **Interested?**

Please send your application, including your CV as well as your desired salary and your earliest possible date of joining to [recruiting@ifco.com](mailto:recruiting@ifco.com). We are looking forward to receiving your application.

IFCO SYSTEMS GmbH | Zugspitzstr. 7 | D-82049 Pullach | Germany [www.ifco.com](http://www.ifco.com)