



Ziemann Holvrieka GmbH is part of the CIMC Enric Tank and Process Group, which designs and manufactures turnkey breweries, distilleries and stainless steel process and storage tanks under the brands Ziemann Holvrieka, Briggs and DME. Ziemann Holvrieka has a strong position in the liquid food industry (beer, juice, dairy) and a long track record of expertise and innovation. As one of the biggest suppliers in this market, the group has 1.200 employees worldwide at sites in the Netherlands, Denmark, Belgium, Germany, Great Britain and China, as well as sales offices in the United States, Thailand, Vietnam and Russia.

For our sales-office, in the United States of America we are looking for a

Sales Manager North America

Your **ASSIGNMENT**

- Maintenance and expansion of existing customer contacts, identification of needs and new customer acquisition and develop strategies for market approach
- Visits and other sales activities with customers, presentation of the company and its products, coordination of all necessary activities with the relevant departments
- Checking of incoming customer inquiries in close cooperation with the department of project engineering and calculation as well as assessing and prioritizing customer requests
- Customer support during project development and lead the dedicated project engineering and calculation team towards preparing the required proposal documents
- Conducting sales meetings and negotiations with customer and work towards closing the deal
- Identifying, reporting and follow-up on business opportunities and customer requirements in target markets
- Budget responsibility for the sub-region in consultation with the region responsible
- Creating documentation and reports and ensure the timeliness of sales databases

Your **PROFIL**

- Masters work level in Brewing or Engineering
- English: business fluent, additional language like Spanish and/or German beneficial
- Knowledge of our target markets and customers required
- Good technical and technological understanding of our products
- You are well organized and structured

Our **OFFER**

- A challenging role with a broad range of activities and responsibilities
- An opportunity to work in an ambitious, dynamic environment at one of the market leaders in business
- Competitive compensation and benefits

ARE YOU INTERESTED?

Please get in touch with us and email your application documents to ralph.schneller-reindell@ziemann-holvrieka.com or jobs@ziemann-holvrieka.com