

# MEDICI | SPRECHER

UNTERNEHMENSBERATER IN PERSONALFRAGEN

Our client is one of the world's leading manufacturers of a wide range of **monofilament yarns** for industrial applications. They have production facilities in Germany, Poland, Romania, Mexico and at their **headquarter in Switzerland**. We are looking for a competent, ambitious, and confident

## PMC SALES MANAGER (M/F/O)

in order to expand the **PMC market (paper machine clothing)**. You will be responsible for providing **commercial and technical support for international customers**, assisting with establishing and maintaining business relationships, and for the entire **B2B sales process** from projections to actual product delivery to large customers. You will support customers with technology issues and head **technical projects** to evaluate needs. Within the Monosuisse Group, you will contribute your extensive expertise and help create **strategy and development plans**. For this exciting and challenging role, we are looking for

## AN INTERNATIONALLY EXPERIENCED SALESPERSON

This position requires an **engineering degree** in **textile or chemical technology**. You must have market knowledge of technical fibres and fabrics and have worked as a **sales manager** or in a relevant position at a production company (**PMC market**) for at least three years. You will draw on your special skills in presentation, communication, and negotiation techniques to convince your customers of the high quality of the products. This position requires excellent knowledge of **English and German**. You can also expect regular international travel, spending about 30% of your time on business trips. In addition to professional skills, this position also requires a communicative personality with a healthy degree of assertiveness and a high level of commitment. Our client is **flexible** with regard to the **place of work** and working from home. You can look forward to varied duties with progressive working conditions.

Are you a **sales professional with a lot of initiative** who values long-term prospects within a growth-oriented company? Then send your application documents to Mr. Bernhard Inniger.

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