Job Title: Sales Manager - Full-Time

Focus Areas: Europe, Asia, United States
Offices: Bremen (Germany), Shanghai (China), Singapore (Singapore), Remotely

Are you ready to take your sales career to the next level? Join our esteemed trading company specializing in aluminum and non-ferrous metals (NE metals) as a Sales Manager and become a part of our dynamic and global environment.

Your Role and Responsibilities:

- Customer Relationship Management: Expand and maintain existing customer relationships, ensuring exceptional service and satisfaction.
- Sales Strategy Development: Develop and implement innovative sales strategies to drive business growth and market penetration.
- New Customer Acquisition: Identify and acquire new customers, expanding our market presence.
- Customer Inquiries Management: Handle customer inquiries promptly and efficiently, providing accurate information and solutions.
- Documentation and Reporting: Create comprehensive decision papers, presentations, reports, and minutes to support strategic initiatives.
- Order Processing Oversight: Monitor and ensure smooth order processing from start to finish.

Your Profile:

- Educational Background: Completed commercial training or relevant studies.
- Professional Experience: Proven experience in B2B sales, with a successful track record.
- Skills: Strong project management skills and a keen affinity for numbers.
- Technical Proficiency: Proficient in English and MS Office; knowledge of SAP is a plus.
- Personal Attributes: Independent worker with strong organizational skills and the ability to thrive in a fast-paced environment.

What We Offer:

- Home Office: Enjoy the flexibility of working from home with our supportive remote working model.
- Flexible Working Hours: Benefit from a work schedule that adapts to your personal needs, promoting work-life balance.
- Special Payments: Attractive bonus arrangements to recognize and reward your achievements.
- Professional Development: Access to various training opportunities to enhance your skills and advance your career.
- If you are passionate about sales and eager to shape your professional future, we would love to hear from you. Apply now to join our team as a Sales Manager (m/f/d) and embark on an exciting career journey with us.

European Office & HQ	Singapore Office	China Office	America Office
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