



Passion & Accountability as

(Junior) Field Sales Manager (B2B Sector) - Poland (nationwide)

We are an owner-managed, medium-sized company based in Hennef (greater Cologne area), Germany. As one of Europe's leading providers of modular storage buildings, we specialise in engineering lightweight construction technologies. Uncompromising customer focus, reliability and quality have ensured us strong national and international growth. Our customers include stock listed corporations as well as SMEs throughout Europe and, for certain clients, globally. We have repeatedly been awarded the Top100 Innovation Award for our strength and speed of innovation and have received several independent awards as a "Top Employer" in recent years. □ □

As part of the further expansion of our business activities in Poland, we are currently looking for a **Field Sales Representative / (Junior) Sales Manager for B2B industrial customers with nationwide responsibility for the polish market (100 % remote / home office based).**

You are highly closing-oriented and unleash your full sales potential in direct face-to-face customer contact. But you have no interest whatsoever in cold calling, door-to-door canvassing and mere coffee meetings? No problem! Our colleagues from internal sales, key account management and marketing generate leads, pre-qualify enquiries and arrange initial face-to-face on-site meetings with potential customers. You travel from your home office in your company car. Thus, we ensure that you only attend promising appointments where:

- Key questions have been clarified in advance.
- There is a clear intention to purchase.
- Typically, you meet decision-makers at the first site visit.

On-site, you analyze customer needs, offer product guidance, and create cost-effective solutions. After contracts, you focus on following up on new leads generated and prequalified by your colleagues from presales. On average, our sales representatives spend 3 days a week visiting customers and 2 days on administrative tasks such as preparation, quotation preparation, and follow-up. The role is 100% remote meaning all administrative tasks are done from the home office.

Given the current development phase of our Polish organization, these figures may initially vary, but you can expect this established ratio in the medium term.

Expect quarterly or semi-annual headquarters visits and team events, and a maximum of approx. 10 overnight stays annually.

Industry experience is not a prerequisite. We provide intense and comprehensive onboarding and training. Nevertheless, we require a minimum of 2+ years of field-based sales experience, preferably catering to industrial clients, coupled with a consistent work record. Demonstrate your enthusiasm for consultative sales, goal-oriented and structured work, and dedication to personal and professional development.

Your tasks

- Professional, needs- and solution-oriented consulting of customers from industry, logistics and many other

sectors with the extensive product portfolio of a specialized manufacturer.

- On-site analysis of customer requirements and preparation of customized and cost-optimized offers. Sales negotiations, closings and proactive as well as consistent follow-up of your open offers.
- Close cooperation with the decision makers on the customer side as well as the internal interfaces (esp. project management, purchasing, internal sales and marketing) for a timely project execution.
- Conscientious documentation of your contacts and results in our CRM system.

Your profile

- Successfully completed commercial or technical training/apprenticeship, alternatively a degree, e.g. in business administration, sales management, marketing or a comparable business or industry-related study program.
- At least initial, preferably several years of experience in field based B2B sales in an environment of explanation-requiring, preferably technical products, investment goods and / or services.
- High affinity for consulting-intensive sales, strong goal orientation, commitment, enthusiasm and closing strength.
- Quick perception, very good presentation skills and addressee-oriented rhetorical skills.
- A motivated and self-driven personality who is dynamic, proactive and goal-oriented even in the seclusion and quiet of the home office.
- Proficient in MS-Office, experience in working with an ERP and/or CRM system is an advantage.
- Fluent Polish and English as well as good knowledge of the Polish business mentality and local market mechanisms.

Your benefits

- A permanent position with an owner-managed, crisis-proof and internationally growing market leader.
- 100% remote / home office based with only 3 days of travelling per week on average
- Working environment rewarded several times as "TOP Employer" by independent jurors.
- Modern organisation with highly digitalised processes and tools.
- Structured onboarding & individual induction at the head office in Germany.
- Frequent demand-oriented courses, seminars & trainings (internal & external).
- 30 days annual leave.
- Attractive compensation package and a company car incl. fuel card (also for private use).

Sounds exciting? Then we look forward to receiving your application, preferably with a few introductory words about yourself and your motivation and then, at best, a first digital meeting!

PS: If you have any questions in advance, you can always reach me by email at bewerbungen@herchenbach.de or on XING or LinkedIN under "Manuel Bartel" Head of Talent Acquisition".

If you decide to apply via the e-mail address provided, please state your salary expectations and your earliest possible starting date or period of notice.

Jetzt bewerben

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