



FOR 100+ YEARS A WINNING TEAM

Country Manager Hungary - Commercial and Market Leadership

Since 1924, we have been setting the standard with our flexible and modular lightweight industrial building solutions. Our Warehouses-as-a-Service solutions empower our clients to focus their resources and grow their core business.

You're not looking for a job you're looking for ownership and measurable commercial impact. You carry full responsibility for the commercial success and market development of the region. You define the growth strategy, translate it into clear priorities, and lead execution with discipline and pace. You understand customer decision-making logic, map buying journeys precisely, and steer go-to-market activities to maximize conversion, margin, and speed. You build a strong, predictable pipeline and ensure opportunities are progressed rigorously from first contact to contract signature. Working closely with central teams (Marketing, Operations and Finance) at the German headquarters, you shape an effective local operating model that balances entrepreneurial freedom with group-wide standards.

Your Responsibilities

Country P&L Ownership

- Own full commercial responsibility for the Hungarian market, including revenue growth, pipeline health, market development, and local profitability (P&L).
- Define and execute a 3+ year growth plan to expand the rental fleet and grow market share sustainably.
- Act as senior commercial representative, leading high-value negotiations and closing strategic agreements.

Sales & Market Execution

- Own the end-to-end sales cycle from first contact to contract signature – driving new customer acquisition across industrial, logistics, manufacturing, and construction markets.
- Translate market and competitive insights into concrete go-to-market actions.

Team Leadership & Organization

- Build, lead, and develop the local commercial organization with currently 3 employees.
- Set clear performance expectations and coach against defined KPIs – you evolve the team structure in line with market development and business needs.
- Align marketing, operations, and central support functions to ensure a consistent customer journey.

Performance Management & Reporting

- Run a disciplined, data-driven sales engine with high high-quality CRM data.

- Deliver reliable order intake forecasts with transparent assumptions.
- Report regularly to the Group Executive Team on performance, risks and key developments.

Your Profile

- Bring 8+ years of experience in sales-driven, project-oriented B2B environments and at least 4 years of people leadership experience.
- Demonstrate a proven track record of scaling markets or growing project-based businesses.
- Use strong analytical skills to turn data into clear priorities and measurable results. Leverage CRM and ERP systems as effective management and steering tools.
- Communicate confidently across all organizational levels and with diverse stakeholders in English.
- Are willing to travel within the region and to the German HQ (4–6 times per year). You prefer to visit and communicate with a customer more than sitting in an internal meeting.
- Hold a Master's degree in Business Administration, International Business, Industrial Engineering, or a comparable field.
- Combine strong commercial acumen with the ability to translate strategy into hands-on execution.
- Experience in leading teams, working with industrial rental business models, and overseeing P&L and budget processes is a strong plus.

If your reaction isn't "Wow, that's a lot," but "Wow, that sounds great", we should talk.

Your Advantages

- A challenging and entrepreneurial role with full responsibility for the Hungarian market in a dynamic growth environment.
- Attractive salary package and a company car for private use.
- Plenty of room for regular exchange and opportunities to contribute to a positive working environment.
- Modern equipment and everything you need for success in your role.

What are we building on? Our values! And maybe soon on you.

Respect: You maintain respectful relationships with colleagues, partners and customers, because good collaboration, both on site and in the office, starts with mutual appreciation.

Results: You work in a solution-oriented and efficient manner to complete projects to a high standard.

Responsibility: You take responsibility for your tasks and decisions – reliability and safety awareness are paramount for you.

Relentlessness: You remain committed in the face of complex challenges and tenaciously seek the best solution.

Do you think in terms of solutions rather than problems and really want to make a difference? Then we look forward to receiving your application! Ideally, please include a few sentences about your motivation, salary expectations and earliest start date. Let's see if we can build something really strong together – during an initial digital exchange.

Jetzt bewerben

H-ERCHENBACH



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