



FOR 100+ YEARS A WINNING TEAM

Passion + Responsibility as a

(Junior) Field Sales Manager (B2B Industrial Sector) – Czech Republic + Slovakia

The next step in your sales career with plenty of freedom and a product that practically sells itself.

You focus entirely on what you do best: **selling**.

All other aspects such as **cold calling, appointment setting, and after-sales activities**? That's handled by your colleagues.

Herchenbach is a great place to be.

With more than 100 years of success and **150+ Herchenbach colleagues across seven European countries**, we are one of the European market leaders, **with further international expansion on other continents on the agenda**, operating in a **crisis-proof industry**.

And it's not just us recruiters saying we're a pretty good employer: **91% of our employees confirmed this in the anonymous People Survey 2025**.

And you know what?

We love mistakes because that's how we learn.

We love KPIs because that's how we improve.

Average is easy. We enjoy top performance, and part of our DNA is playing together for the Champions League title.

One thing is non-negotiable: Respect never falls by the wayside – quite the opposite.

That's why we're looking for strong team players **for our new market in the Czech Republic + Slovakia**.

Why do we need YOU?

- You don't "go on sales visits" – **you build partnerships at eye level**. Whether industrial companies, logistics, or other sectors: you understand business models, identify needs, and show how our portfolio creates real added value.
- No scripts. No standard pitch. You listen closely, analyse **on-site**, and translate requirements into commercially smart solutions.
- You negotiate with substance from the very first conversation to the signed contract. For you, deals aren't luck, but the result of preparation and clear arguments.
- Your CRM isn't a documentation graveyard – **it's your control centre**. Pipeline, forecasts, activities: you keep the overview and use numbers as your tactical board.
- And yes: You represent us professionally with customers, **from your home office and wherever our name is represented**, always with quality.

What kind of player are we looking for?

- Sales is in your blood, **ideally B2B with an industrial background**, and you understand the mechanics of the Czech + Slovakian market.

- You convince through personality and genuine interest in people. Customers trust you because you listen.
- Numbers aren't a chore – **they're a tool**. KPIs, pipeline management, and forecasting help you work in a structured and successful way.
- You're hungry for deals. **Self-motivation and perseverance** define you. And there's no cap on your earnings. Variable pay isn't a risk for you – it's part of the game.
- You communicate **fluently in Czech and at an intermediate level in English**.
- You are confident in **developing the Czech + Slovakian market together with us**.

We expect a high level of ownership. In return, we offer you not only a strong company culture, but also a sales territory with real potential and a product with genuine customer value.

And of course, as a good employer, you can expect:

- **Company car incl. fuel card (also for private use)**
- 30 days' holiday
- Herchenbach Campus
- Highly digitalised processes
- Excellent onboarding

Our Talent Acquisition Manager, **Lars Delbeck**, looks forward to receiving your application, **ideally including a few personal lines about your motivation, salary expectations, and earliest possible start date**.

So... what are you waiting for?

Jetzt bewerben

H-ERCHENBACH



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