



Passion + accountability as a

Sales Representative / Field Sales Manager (B2B - Industrial Customers)(m/f/d)

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.

Do you love personal customer contact and want to sell instead of cold calling? Perfect!

Our team takes care of lead generation and arranging appointments - you concentrate on high-quality conversations with a clear intention to buy. You usually meet decision-makers directly.

On site, you analyse requirements, advise on solutions and prepare individual offers. Once the contract has been signed, the project team takes over and you move on to the next lead.

You are on the road approx. 3 days a week (including occasional external appointments), the rest you spend in your home office. About 10 overnight stays per year for team events and HQ visits.

Ideally you live in Cambridge or Cambridge area. Industry knowledge? Not necessary. Field service experience, a talent for counselling and a willingness to learn are what count for us.

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

- A degree in business administration, sales management, marketing or a comparable business or industry-related study program.
- At least initial, preferably several years of experience in B2B field 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.
- Business fluent in English and a working knowledge of the British business mentality and local market mechanisms.

We offer

- A permanent position with an owner-managed, crisis-proof and internationally growing market leader.
- 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).

What do we build on? Our values! And maybe soon on you.

Respect: You treat colleagues, partners, and clients with respect—because good collaboration, whether on-site or in the office, starts with mutual appreciation.

Results: You work in a solution-oriented and efficient way to deliver high-quality project outcomes.

Responsibility: You take responsibility for your tasks and decisions—reliability and safety awareness are top priorities for you.

Relentless: You stay committed even when challenges get complex, persistently seeking the best solution.

You think in terms of solutions, not problems, and you want to make a real impact? Then we look forward to receiving your application!

Ideally with a few sentences about your motivation, your salary expectations, and your earliest possible starting date.

If you have any questions in advance or just want to have an informal chat—Lars Delbeck is easy to reach via LinkedIn or XING and looks forward to hearing from you.

Let's see if we can build something truly great together

Jetzt bewerben



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