



FOR 100+ YEARS A WINNING TEAM

Passion + Accountability as

Country Manager Hungary (m/f/d) – Sales Development

About Us

Herchenbach Industrial Buildings is one of the leading providers of flexible lightweight buildings – temporary or permanent – for industrial and commercial use. Our headquarters are in Germany, but our operations span across Europe.

For over 100 years, our hall solutions have stood for speed, flexibility, and quality. With a spirit of innovation, an experienced team, and a clear understanding of our customers' needs, we help businesses adapt quickly to new market demands.

With our modular system, we deliver over 500+ warehouse projects each year.

Your Role – What You Can Expect

As Country Manager (m/f/d) for Sales in Hungary, you will take on a key role: You will drive our activities in this exciting growth market both strategically and operationally, ensuring long-term success.

Your responsibilities will be varied and involve a high level of responsibility:

- You will lead a motivated sales team in Hungary and ensure that revenue targets are met and our market position is strengthened and expanded
- Working as part of a project team with the Marketing Manager, Inside Sales, and your sales team, you will drive new growth initiatives to develop the market further and expand your team
- Together with the management team, you will develop a market roadmap for the coming years and implement it with your project team. You will take full responsibility for budgets and target achievement
- From initial contact to contract closure: You will manage the entire sales process and ensure that our hall projects are perfectly implemented – technically, legally, and from the customer's perspective
- You will keep a close eye on market trends, analyse competitors, and understand exactly what our Polish customers need, deriving sales strategies and actions for the Hungarian market accordingly
- As the key interface to our headquarters in Hennef, Germany, you will work closely with central departments to ensure smooth processes and strengthen your market's position

Your Profile:

- A strong entrepreneurial mindset and a clear sales orientation – you recognise market potential, act proactively, and drive business development with initiative and accountability.
- At least 6 years of professional experience in B2B sales or project business, including a minimum of 2 years in a leadership role
- A collaborative working style, structured approach, openness, and comfort working within a matrix organisation

- Experience using CRM and ERP systems, as well as KPI-driven working methods – we make data-based decisions
- A technical degree and experience in construction is not required. Career changers with technical interest and the willingness to learn our products as well as processes are welcome
- Native-level Hungarian and fluent English, both written and spoken.
- Depending on the focus of your activities, your place of work will rotate between your home office, client visits, team support, and the headquarters in Hennef, Germany

What Awaits You

- 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

You Will Represent Our Values in the Hungarian Market

Respect

A respectful attitude towards colleagues, partners, and clients comes naturally to you – mutual appreciation is the foundation of good cooperation.

Responsibility

Taking responsibility means making decisions, acting reliably, and maintaining a strong awareness of safety.

Relentlessness

Even in complex situations, you persevere until the best solution is found.

Results

You are goal-oriented and solution-driven – with quality, efficiency, and measurable outcomes as your focus.

Sounds Interesting?

We look forward to getting to know you!

Please send us your CV, a brief cover letter, your salary expectations, and your earliest possible start date via our homepage

Jetzt bewerben

HERCHENBACH



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