

Our client is the German subsidiary of a French, family owned, Europe-wide operating group of the packaging industry with a total turnover of 615 M€ and 2500 employees. Founded in 1982, the company primarily produces customized thermoformed plastic packaging for a variety of businesses: the food industry, particularly meat, fruit and vegetable processing and catering / hospitality. Today, the group has 20 locations in Europe, including 15 plants as well as branches in Germany, France, Spain, Italy, Great Britain and Poland. The company is characterized by customer proximity, a high standard of service, flexible and dynamic logistics, fast delivery times (8000 items in stock), an innovative and ecologically oriented product development and a first-class quality management.

The German subsidiary operates two plants in Germany as well as one in Poland for the past 25 years. This family business, founded in 1992, was taken over by the group in 2015 and, with around 150 employees, generates a turnover of around 30 M€.

The customers in the area mentioned below include the food industry or its contract manufacturers and contract packagers, and in particular the specialized trade as well as retail and cash & carry companies. This area has potential and should be further expanded. For this purpose, the company is looking for an

Area Sales Manager (f/m) - Czech Republic, Slovakia

possible to broaden the responsibility to Area Sales Manager Eastern Europe (f/m)

Your tasks:

In cooperation with the management, you will elaborate and implement the strategic and systematic expansion of all market segments in your area. You will be responsible for the existing businesses through dealers and C&C markets (about 5 M € turnover) as well as the development of further trading partners, especially in "snacking and catering" segment. You are able to manage and motivate dealers, to recognize needs, to handle technical matters, to coordinate product development with the headquarter, and promote new products, conduct price negotiations, develop marketing campaigns, etc. You report to the Management in Germany.

Your profile:

- We are looking for a dynamic, responsive, entrepreneurial and autonomous sales personality, with motivation for this challenging and responsible assignment
- You have either a commercial or technical education with good experience in management of dealer networks and trade partners, such as C&C markets. Ideally you are experienced in the described product and customer segments, or similar FMCG areas
- You are a "hands-on" person, with capacities to shape the strategic expansion of the activities
- You speak Czech fluently, at least good German and / or English skills are required, Polish or any other Eastern European language would be appreciated
- You can work from your home office, your place of residence should ideally be between Berlin and Dresden, or in the Czech Republic. You are mobile for travel to customers in your area

If you are interested in this position with excellent development opportunities, we look forward to hearing from you under the reference DF KAM Verpackung.

IMS International Management Services

Monsieur Jan-Philip Caulier

Paris

18, rue de la Barre
F-95880 Enghien-les-Bains
France (+33) 01 34 17 30 85

jpc@ims-mgt.com

www.ims-mgt.com

Mobile (+33) 06 13 07 06 24

Freiburg

Jakob-Saur-Strasse 9
D-79199 Kirchzarten

Deutschland (+49) 07661 6298769

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