

AREA SALES MANAGER (F/M/X)

The SEA Division [Semperit Engineered Applications] develops and manufactures technical elastomer products such as industrial hoses, conveyor belts, and sealing solutions for industrial applications. It offers customized solutions for industries including construction, mining, mechanical engineering, and energy supply. The division focuses on quality, durability, and innovation to support the efficiency and safety of industrial processes worldwide.

What you can expect:

- You want to make an impact? With us, you actively shape new business opportunities and contribute your ideas directly
- You build new customer relationships, develop them further, and drive tangible success
- You work closely with motivated teams from Sales, Product Management, Customer Service, and Operations – together we achieve more
You impress with your presentations and clearly communicate the value of our solutions
- You are our face at trade fairs, customer events, and networking activities – with energy and enthusiasm

What you should bring:

- Completed commercial or technical education [HTL, university degree, or comparable]
- Several years of experience in international B2B sales or business development [at least 5 years]
- Very good command of English, both written and spoken
- Negotiation-level Spanish and/or Italian skills
- Valid driver's license [Category B]
- Strong technical understanding and excellent negotiation skills
- Entrepreneurial mindset, hands-on mentality, and willingness to take responsibility
- Willingness to travel [approx. 60%] and strong intercultural competence

What we offer:

- A role with real creative freedom in an international company
- Personal development through training and learning opportunities
- Flexible working hours and hybrid working – suited to your rhythm
- Health promotion programs and a subsidized canteen
- Numerous benefits provided by the company and the local works council

Place of work: 2632 Wimpassing, Lower Austria [70 km south of Vienna]

Annual gross salary: from EUR 65,748.20 [according to the collective agreement of the chemical industry, full-time basis]

Depending on experience, overpayment is possible – let's talk about your individual compensation package!
We look forward to receiving your online application!

#LI-SEMPERIT

#LI-Hybrid

As a global player with Austrian roots, we live diversity! We do not discriminate on the basis of gender, nationality, ethnic or social origin, religion, beliefs, disability, age, or sexual orientation and identity.

Your benefits

- Local and global development opportunities
- Benefits from the Semperit Private Foundation
- Additional financial benefits on specific occasions
- Appreciation of diversity in an international environment
- Position-dependent working time models with a focus on work-life balance
- Structured training through an induction plan
- Health promotions, coaching and discounts
- Attractive base salary and other benefits
- Subsidized company cafeteria and food vending machines
- Sufficient parking spaces as well as company apartments