

# AREA SALES MANAGER – WESTERN EUROPE – HYDRAULIC HOSES

## **Area Sales Manager - Hydraulics (f/m/x)**

Semperit is an internationally oriented group that develops, manufactures, and distributes polymer products through its two divisions, Industrial Applications and Engineered Applications, selling in more than 100 countries worldwide.

The Industrial Applications division focuses on industrial markets through highly efficient production and cost leadership. Its portfolio includes hydraulic and industrial hoses as well as profiles.

### **What you can expect:**

- Responsibility for sales of Semperit hydraulic hoses across Italy, Spain, Portugal, France, Benelux, Denmark, Sweden, and Norway
- Active business development and customer management to drive revenue growth through intensive customer interaction [both virtual and on-site]
- Building and maintaining strong customer relationships, including initiatives to increase share of business
- Market research and identification of potential new customers through continuous prospecting
- Maintaining and updating the sales and opportunity funnel in the CRM system [Salesforce]
- Organizing and conducting factory visits with customers
- Independent travel planning, including documentation of customer visits
- Acting as an interface between customers and internal teams such as Customer Service, Product Management, Logistics, and Quality

### **What we expect:**

- Completed commercial or technical education [college, university, or equivalent]
- At least 3 years of experience in international B2B sales
- Strategic mindset, analytical thinking, and strong affinity for numbers
- Self-driven, structured, and well-organized working style
- Fluent in English, in addition to native-level Spanish or Italian
- Willingness to travel [approx. 60% of working time] and a valid driving license [Category B]
- Presence in Wimpassing, Austria, required

### **What we offer:**

- A diverse and exciting role in an international company with a long-standing history
- Strong development opportunities through regular training and further education
- Flexible working hours and hybrid working model
- Health promotion programs
- Additional benefits through the company and local works council

**Location:** 2632 Wimpassing, Lower Austria [approx. 70 km south of Vienna]

**Annual gross salary:** from EUR 62,765.08 [according to the collective agreement of the chemical industry, full-time, excluding bonus]

Depending on your qualifications and experience, overpayment is possible – let's discuss your individual

compensation package!

We look forward to receiving your online application!

#LI-SEMPERIT

#LI-Hybrid

As a global player with Austrian roots, we embrace diversity. We do not discriminate based on gender, nationality, ethnic or social origin, religion, beliefs, disability, age, sexual orientation, or 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