

SALES MANAGER TRANS – US MOUNTAIN STATES

The publicly listed Semperit AG Holding is an internationally oriented group of companies that develops and manufactures polymer products and sells them in over 100 countries worldwide with its two divisions, Industrial Applications and Engineered Applications.

The Industrial Applications division focuses on industrial applications with highly efficient production and cost leadership; they include hydraulic and industrial hoses as well as profiles.

The Engineered Applications division comprises escalator handrails, conveyor belts, cable car rings, other engineered elastomer products as well as the Rico Group and focuses on customized technical solutions.

The traditional Austrian company was founded in 1824 and is headquartered in Vienna

Sales Manager – Sempertrans US Mountain States / Mining

Location: Remote [US Mountain States preferred]

USA- Rocky Mountain Region

Job Summary

Sempertrans is seeking a dynamic and results-driven Sales Manager to lead customer engagement and drive growth across our Conveyor Belt product offering. This role will focus on Mining customers.

Responsibilities

- Execute sales strategy across the assigned territory and customer segment.
- Build and maintain strong customer relationships with key accounts to understand their needs and deliver tailored solutions.
- Identify and pursue new business opportunities to expand Sempertrans' market presence.
- Collaborate cross-functionally to ensure customer satisfaction and solution delivery.
- Monitor market trends and competitor activity to inform strategic decisions.
- Site visits with mine management, operations, and maintenance teams.
- Participate in conveyor inspections and evaluations.
- Participate in trade shows and association meetings.

Qualifications

- Bachelor's degree in Business, Engineering, or equivalent construction / mining experience with aptitude for Microsoft Office 365 and Salesforce tools.

- 5–7 years of industrial sales experience, ideally in Mining.
- Proven success in managing complex customer relationships and achieving sales targets.
- Excellent communication, negotiation, and presentation skills.
- Willingness to travel extensively.

What We Offer

- Benefits:

- Medical
- Dental
- Vision
- Life Insurance
- 401(k)
- 401(k) matching
- Disability Insurance
- Paid Time Off
- Paid Holidays

We are an Equal Opportunity Employer. All qualified applicants will receive consideration for employment at Semperit without regard to race; creed; color; religion; national origin; sex; age; disability; sexual orientation; gender identity or expression; genetic predisposition or carrier status; veteran, marital, or citizenship status; or any other status protected by law. Semperit is proud to be a drug-free employer.

#LI-SEMPERITUS

#LI-REMOTE

Your benefits