

# HEAD OF SALES EMEA / SEA (M/F/D)

Sempertrans is strengthening its EMEA / SEA organization and is looking for a commercially driven sales leader to grow our conveyor belt business across the region. In this role you will lead a regional sales team, manage key customer relationships and drive profitable growth in a matrix environment.

## Your responsibilities

- Own and execute the regional business strategy for EMEA / SEA in alignment with Business Unit leadership and implement go-to-market approach
- Lead, coach, and develop a sales organization
- Drive sales activities end-to-end: tenders, enquiries, quotations, negotiations, contract closure, and order intake
- Identify growth opportunities in related services and thus support implementing an integrated solutions market approach
- Manage and grow key accounts while actively developing new customer relationships and networks
- Deliver budget, revenue, volume, and margin targets
- Coordinate contract reviews and risk management with Legal, Finance, and Management; ensure compliant deal execution
- Partner closely with Product Management, Application Engineering, R&D, and Operations to translate market needs into competitive offerings
- Maintain market intelligence on competitors, pricing, and customer dynamics; initiate actions based on insights
- Support cash collection and payment security in collaboration with Finance and external partners (banks, credit agencies)
- Drive process excellence by using and improving sales tools and systems (e.g., Salesforce, Boost)

## Your profile

- Commercial and/or technical university degree.
- At least 15 years of relevant experience in mining industry, preferably related to conveyor belts
- Minimum 10 years sales leadership experience
- International working experience in leadership role
- Proven leadership experience with the ability to steer teams in a matrix organization

- Strong customer orientation and negotiation skills; comfortable leading contract discussions and closing complex deals
- Analytical mindset and financial acumen (budget, margin, and cost awareness)
- Excellent communication and interpersonal skills; able to engage effectively across multiple seniority levels and functions
- Very good English; additional languages are an advantage
- Willingness to travel frequently within the region and internationally as needed

## What we offer

- A senior leadership role with clear impact on regional growth and customer success.
- Collaboration with international experts across Product Management, R&D, Operations, and Supply Chain.
- Competitive compensation package including performance-related components (details to be defined).
- Professional development opportunities in an international group environment.

#LI-SEMPERIT

### **Ihre Vorteile**