



WE ARE HIRING

Sales & Relations Area Manager



SALES & RELATIONS AREA MANAGER

Job Description

You are interested in the automobile industry and would like to work with a young company for the international sales relations?

As university leaver with fluent English and Italian you are responsible for expanding our international customer pool and establishing new product lines abroad. In the beginning your focus will lie on Italy and later include further countries. You will advise your customers from the initial contact to the long-term leading trading partners. In doing so, you will act with a high level of responsibility and freedom to define holistic marketing and research strategies. Our goal is to establish and expand long-term international business relations. Supported by a young cross-functional team you will gain amongst others a deep understanding of the needs of customers and the processes behind the conception of marketing strategies or product development.

We are hiring for our office in Langenbach close to Munich (München) in Germany.

About Ullstein Concepts

The Ullstein Concepts GmbH (UC) is a well-known manufacturer and supplier for pickup and utility vehicle accessories and components. At UC we innovate product solutions for the optimization of our customers ease of use and enable a more efficient use of the car's trunk. Our product portfolio ranges from styling parts, tonneau covers, hardtops, roof racks, cargo securing and protection to sliding trays for pickups. A strong focus lies upon the conceptualization, realization and manufacturing of own innovations. Our products are available for car brands such as Ford, Nissan, Toyota.

Fields of action

You will be responsible for our international customers in terms of:

- starting up sales cycles, communicating, negotiating and closing deals
- understanding their needs
- identifying country specific trends
- establishing new product lines
- winning new key customers
- technical support
- coordinating and communicating logistics processes between suppliers and UC
- introducing and coordinating new international marketing and research activities
- developing new sales strategies and customizing existing tools to assist in sales process

Preferred Qualifications

- technical understanding of the utility car segment
- experience with project management and ability to prioritize and manage parallel-path projects
- written and verbal skills in German
- driver's license

Basic Qualifications

- university diploma
- good written and verbal communication skills
- fluent in English and Italian
- affinity for sales and the automobile industry
- capacity for self-motivated teamwork and ability to work under pressure
- reliable and autonomous method of working
- excellent listening skills, ability to ask critical questions and display genuine interest in customer challenges
- high customer service orientation

We Offer

- full-time employment (40 hours/week)
- flexible working hours
- multiple possibilities of engaging and contributing to the company's goals
- interesting and multifaceted fields of responsibility
- a lot of responsibility and freedom for the development of own ideas
- small, young and motivated team
- fair rewarding

We expect you to think out of the box and be motivated to take new actions. Our team will support you and make sure you're well rewarded. We are a young but leading player within the sector of automobile accessories and components. Fast reactions to our customer's needs and demands are part of our daily business and require creative minds to cope the challenges. We don't like to wait and watch, instead we take immediate action when new possibilities arise - which is nearly every day. For this reason, we treat every day like the first day full of new opportunities. Our customers are at the core of our services, the solutions for their needs and demands at the center of our operations and product innovations. It is this kind of spirit that drives our ideas and motivation to invent and grow. And you could be part of it.

Sounds interesting?

We look forward to your application. Please send your CV, university certificate and a letter of motivation in English via e-mail to alexandra.firak@ullsteinconcepts.com.