



ABOUT K.HARTWALL

Our mission is to revolutionize the way logistics is done and to support our customers with their current and future logistics challenges to support them to be the leaders of their industry.

We are a privately-owned company with a global scope. The company, founded in 1932 in Finland, has grown over the years to employ today around 230 persons and have a presence in over 15 countries and a turnover of approx. 100M€ in 2021.

In 2018 K.Hartwall acquired majority shares of A&A Logistic Equipment GmbH based in Heidenau where the more advanced part of our product offering – i.e. tigger trains and AGVs - is designed and manufactured. Today, our Heidenau branch counts 35 employees and serves customers such as Webasto, BMW, Volkswagen, ZF, the Home Depot or Valmet Automotive.

To further support the growth ambitions of K.Hartwall Automation and build a strong presence for our AGV and Tigger train offering we are looking for

SALES MANAGER AUTOMATION (f/m/d)

in Heidenau/Metropolitan Region Hamburg

The Sales Manager, Automation has the responsibility to manage both existing customer accounts in mainly DACH area and to grow the business through new customer acquisition. The Sales Manager, Automation will also be responsible to manage a number of sales and integration partners for the AGV's globally, including contractual topics, commercial & marketing cooperation and e.g. technical support. The Sales Manager, Automation will also have the opportunity to contribute to the K.Hartwall Automation strategy, including development of product and service offering, development of partnerships with external stakeholders, additionally:

In detail the responsibilities can be defined as follows:

- Management of all commercial issues as key point of contact towards new and existing customers, including management of tenders, pricing discussions and terms & conditions
- Promotion of the company and its products at the highest levels of customer organizations and the various worldwide collaborators
- Strong contribution to the development of the BUs competitive positioning, growth markets, business models and Strategy as a whole
- Strong contribution to the product strategy, delivery and after-sales model of the BU
- Operational sales management in close cooperation with product development, production and the rest of the internal organization, incl. strong hands-on involvement and drive in sales to reach and exceed targets



Profile & requirement

The ideal candidate shall be a passionate Sales Manager with the ability to create new business opportunities and sales with existing as well as new customers and channels especially on the German market. University degree majoring in engineering, business or similar combined with relevant sales experience as well as convincing track record.

Qualification & Experiences

- Around 10 years of working experience out of which at least few years in a relevant sales role on comparable seniority level
- Previous experience in selling automation products & solutions including e.g. AGV's/AMR's to an intra-logistics environment
- The ideal person has a solid track record in successfully driving sales and creating growth in a comparable environment on the German market. It is essential to have some experience with tier-1 suppliers in the automotive industry as well as a solid understanding of intra logistics as such
- Sector knowhow and sales towards automotive tier one suppliers would be preferred or experience as consultant or development role within intra-logistics for a consultancy and/or large OEM with focus on AGV's and/or warehouse automation solutions
- Solid technical understanding combined with commercial strength
- Experience in market, customer and competitors mapping
- Availability to travel within Germany/DACH, valid driving license required
- Possesses adequate knowledge of MS Excel, MS Power Point, CRM, ERP and other relevant digital tools

Personal Characteristics

- A strong structured and hands on sales driver with an entrepreneurial mind set • Self-driven and systematic working style
- Interpersonal skills, excellent networker, results orientated and development-minded
- Confident and self-assured team player who can build solid relationships with both colleagues, customers and other relevant stakeholders at all levels
- Possess a genuine drive and desire to make success within the K.Hartwall group and fit in the K.Hartwall corporate culture to succeed in this position
- Affinity to Nordic culture and leadership style
- Fluency in spoken and written English and German is a must, other languages are seen as a plus



At K.Hartwall we believe in fair rewarding, open communication and respect for each other. We also believe that work should be fun as you do your best work when you like what you do.

To know more about our employees, company and solution offering. please check:



You can also take a sneak peek at our premises and people in Heidenau [here](#).



Have we sparked your interest? Please send your application and CV to samuel.ekert@nordic-minds.com or for further information call: +49 (0) 156 7844 5215. The last day to apply is March 31st.