



National Sales Manager Lean Poland

We are looking for a person with exceptional solution sales experience and a strong drive to prospect new customers and develop sustainable business. A background in supply chain logistics, preferably within the automotive or other high volume manufacturing industry such as home appliance, electronics, packing industry, logistics carrier 3PL would be a significant advantage (OEM, tier-1 or tier-2). By supply chain logistics is meant: Internal production flow logistics (intralogistics), supply logistics from sub-suppliers or supply logistics to the end-customer (OEM/tier-1).

You will work independently and proactively to find new customers, opening doors and expanding the existing portfolio of industrial customers (expand existing automotive customer base and diversify beyond automotive to other large scale manufacturing industries). Consultative sales, with strong focus on customer benefits, and selling value in offering production improvements specifically LEAN solutions for the manufacturing customers. You are an energetic engineering sales professional who knows how to nurture ongoing positive customer relationships for future sales. You have experience and ability to meet and influence multiple levels of decision makers; *Plant Management*: Explain the vision and sell the economic benefits/profitability, *Logistics engineers*: Describe and explain process benefits, show, and explain how the solution physically works, explain the economic benefits. *Operators*: Show and explain how the solution physically works or an *In-house consultant*, *Industrial Engineer*, *improvement project manager*, *OPEX manager*: a person who is skilled to identify improvements opportunities and have experience in driving a project, preferably in material flow or production areas.

Your responsibilities

National Sales Manager LEAN develops a sales plan and strategy to meet targeted quarterly and annual sales goals. Responsible for business development, and "Hands on" sales activity; finding and developing new customers, growing business, and closing deals. Reporting results and bringing market information that may improve product offering and competitive advantage. Not selling just products, but comprehensive modular solutions via a consultative sales approach!

- Business development: maintain and develop existing automotive customer base and prospect new customers/ new industry sectors and develop sustainable business relationships.
- Identify and work directly with sales prospects as well as the ability to work with outside agents for closing sales orders.
- Manage to meet annual sales targets, to increase profitable sales and to build long-term relationships with customers.
- Maintain consistent communication and timely follow-up with customers and prospects and be available and responsive to customer's real-time needs.

- Meet regularly with existing customers and new prospects in sales territory to understand their evolving business needs and position product solutions to meet surfaced needs.
- Utilize SWOT analysis for developing both short-term and long-term sales planning goals for the domestic market.
- An analytical approach (leading by questions – identify customer pain point). First understanding the customer needs, define solutions and build the needed argumentation around the KHW Lean Solution to make it match these requirements.
- Continuously expand customer understanding and use of company offering and capabilities.
- Report market needs to the product lines (in focus load carriers & tugger trains) and management.
- Maintains sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors.
- Proactively identify and report industrial changes and competitive pressures to develop and modify sales strategies and tactics accordingly.
- Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions.
- Support customers with technical knowledge of company offering.
- Executes proposals and negotiates with customers.
- Take responsibility for conducting training and informative seminars for customers and agents.
- Assist in developing marketing ideas and participate in trade shows as needed, and industry events representing the company and offering.

What you bring to the table

- Minimum of 5 years of experience selling to high volume industrial customers, ideally with LEAN manufacturing solutions, or material handling and material automation related solutions
- Technical know-how and LEAN manufacturing production solution mind set
- Natural hunger for growth and enthusiasm in the logistics and material handling product solutions
- Knowledge and experience in automotive manufacturing environment, selling to Tier 1 and Tier 2 or OEM customers
- Willingness to travel
- LANGUAGE SKILLS: Polish (native), English fluent in written and verbal communication skills, other language skills are beneficial (e.g. German)
- Ability to manage quotation process, write reports, business correspondence, procedure manuals and keep CRM system updated on a daily base (Dynamics 365)
- Ability to effectively present information and respond to questions
- Consultative and solution-based sales skills:
 - Knowledge and experience of modern manufacturing processes, LEAN principles
 - Ability to lead, take charge, and offer opinions and direction. Analytical skills
 - Ability to look beyond and pick up on trends that can lead to a solution
 - Strong technical knowledge to discuss with customers logistics and material handling challenges
 - Ability to build positive working relationships and co-operation, both internally and externally
 - Closing skills in working both directly with customers or through agent networks

- IT SKILLS: Microsoft; Excel, PowerPoint, Word, Teams, CRM
- Multi-cultural understanding, experience working for or with European based or global company / customers in the past
- Independent working style with high self-motivation/self-responsibility as you will be working without daily supervision



What we offer

- A Nordic corporate culture where people meet at eye level
- Teamwork, exchange of experiences and mutual support
- Exciting and challenging work
- Working in an innovative and future-proof environment
- Individual support for personal development

Did we spark your interest?

Please send your CV and motivation letter to recruitment consultant Mr. Piotr Gidel at Spondeo, piotr.gidel@spondeo.fi, or email him for further information.

About K. Hartwall



K. Hartwall was founded 1932 in Söderkulla, Finland. Our family-owned business focuses on innovative solutions and services for intralogistics. Over the past 90 years, we have gained a comprehensive knowledge of logistics processes and their financial and ecological impact. As a result, we are internationally recognised with our returnable load carriers, tugger trains and Automated Guided Vehicles.

We work closely with our customers around the work and are the preferred partner for a wide range of companies in the retail, dairy, beverage, postal & parcel as well as automotive industry. We currently supply over 1,500 customers in more than 65 countries on all continents. In addition to our headquarters in Söderkulla, we also have branches in Romeoville (Chicago, USA) and Heidenau (Hamburg, Germany).

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