



We earned our leading position in numerous markets of CEE through a combination of more than 30 years of experience in the field of raw materials and packaging machines, a constant service commitment towards our customers, and a long-standing international network of subsidiaries in Central and Eastern Europe.

And now POLO Handels AG Machinery Division offers the unique opportunity for an ambitious and self-motivated individual to work alongside our other Sales Managers and become an important player in our business as:

### Sales Manager– Machinery Division Russia

(male / female)

#### *Your responsibilities*

- Organizing, developing and effecting sales activities within the assigned territory, including Russia, Kazakhstan, Belarus
- Manage suppliers relationship from a sales perspective on a market through a structured communication approach
- Manage complex projects in alignment with customer and supplier's team
- Identify sales opportunities on the market, find solution among suppliers and fact-based value proposal, negotiate and close deals and drive growth of profitable contracts
- Responsible for finding new customers, and maintaining and developing existing accounts
- Analyze customer needs and potential and use them as basis for developing suitable activities for achieving your sales targets
- Responsible for own customer portfolio and will provide customers with advice and assistance that is reliable, competent and promotes growth
- Follow up on customer communication in a timely and professional manner
- Promote the services and products of all entities, and coordinate sales efforts with other department sales
- Regular customer's visits in terms of the future/ongoing projects
- Taking part in exhibition, industry events & conferences

#### *Your profile includes*

- Russian (Mother tongue)
- Fluent English (Intermediate or professional level)
- Must be a team player and willing to execute the vision of the company's management
- Candidate for this position must have at least 3 years of working experience as a sales manager –preferable in confectionery - Food & confectionery packaging
- Candidate must have excellent organizational ability, have an ability to multitask, prioritize and meet deadlines

#### *What we offer*

- A long-term engagement
- A dynamic and challenging job
- A recognized performance
- An attractive package of remunerations
- A company car and all necessities to perform this job
- Well located office in a modern business centre

**If you are interested in this position, please send a cover letter and a comprehensive CV in English to the attention of our HR Department: [applications-hr@polo-ag.com](mailto:applications-hr@polo-ag.com)**

