

Among PU machinery and plant manufacturers, the Hennecke GROUP enjoys worldwide reputation as being the company with the broadest product range and highest quality. Our expertise and equipment portfolio covers virtually all fields of PU applications. For more than 75 years, Hennecke has been driving innovation in PU technologies that have gained worldwide acceptance and acclaim - in close cooperation with polyurethane processors around the globe.

For the North American territory we are looking for

Head of Sales (m/f/d)

Main responsibilities include:

As the Head of Sales, this position is responsible for all sales activities including overseeing daily operations of the sales team. Directing and coordinating all sales activities in North America and for one specific product line globally. This position will maintain open and frequent communication and reporting structures with partners globally in the Hennecke GROUP. In addition, this position will have responsibility for a product line to sell to the market. Other responsibilities include:

- Sales management for all Hennecke GROUP products
- Establish and manage short and long term sales targets, with sales strategies set in line with overall Hennecke GROUP and local business unit objectives, with an eye on profit ability as well as growth
- Preparation of quotations and full cost calculations for projects/orders
- Preparation of sales forecasts as well as budgets
- Manage use of CRM tool (C4C) for reporting including constant updating/refreshing of customer data
- Ascertaining the order inflow agreed and sales with the gross margin agreed
- Preparation and presentation of technical offerings
- Prepare and conduct negotiations up to conclusion of contract and signature
- Point of contact to outside legal counsel on negotiation for customer requested/negotiated T&C's
- Preparation and monitoring of the marketing budget in cooperation with President
- Manage exhibitions, tradeshow and conference participation considering current technology offerings
- Support and promote the company's core values, vision, strategy, and policies, locally and globally
- Responsible for the training and development of the sales team
- Other duties as assigned

Knowledge, skills, abilities and requirements:

- Bachelor's degree required in business or related field or equivalent experience
- Minimum of 10 years of sales experience in a machinery company, with approx. 5 years in a senior management role (background should also include experience in leading and developing employees)
- Strong key account sales skills with capital equipment, with plastics processing machinery experience highly desired but not required
- Excellent planning and organizational skills, with the ability to analyze and improve marketing structures and sales processes, as well as the ability to effectively communicate goals to staff and to measure performance
- Excellent written and verbal communication skills; solid and convincing personality
- Flexible and open to long-distance travel, including overseas
- High comfort level in an international environment goal-oriented with "can-do" and "hands-on" attitude

Here's YOUR chance to take advantage of a real career opportunity! If you are a motivated, energetic individual looking to take the next step in your career, apply now! Feel free to use our online application:

<http://www.hennecke.com/us/company/career/application>

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