

OPPERMANN GROUP –

Oppermann group <https://www.oppermann-bandweberei.de/en/> was established in 1848 as E. Oppermann Mechanische Gurt und Bandweberei GmbH Einbeck. The company has devoted itself entirely to the subject of webbing. Since then, it has been producing the most varied webbing in the 5th generation of its family business. Over time, it has facilitated, enhanced, or secured people's lives in various fields of application and has established the Oppermann group as one of the world's leading webbing producers.

The application of the company's products ranges from personal safety in road traffic through load securing to medical technology. Whether it is sling webbing for the construction industry, aircraft safety belts or shock absorbers, Opperman delivers the optimum webbing for every requirement. Their many years of experience and the use of state-of-the-art technology enable them to offer a high quality and competitive solution for every application.

SALES MANAGER – OPEN POSITION

Job Summary – Sales Manager will lead a team of sales executive covering the entire Indian subcontinent. As a sales manager he/she is expected to effectively lead, coach, manage sales activities within the team. Sales manager is also someone who would create new sales channels, accounts and business relations for the products that are in existing plan and planned in future. He/she would be reporting to the General Manager, India.

Sales Manager has to be skilled at customer centric selling and have a proven track record of growing sales themselves and/or leading a team that grows the sales volumes and have profitable revenue stream. He/she should demonstrate commercial best practices to achieve results. Must have the ability to lead others in solving customers problems and delivering solutions while setting a strong standards of professionalism, trust and integrity.

RESPONSIBILITY/FUNCTIONS –

- Customer centric by generating the customer leads and profitable revenue growth. you anticipate and act with the customer in mind, you possess over a high resilience and dedication to meet and/or exceed customers' expectations and requirements by delivering exceptional value, you establish and maintains effective relationships with your customers
- Result driven individual who steadfastly pushes self and others for results, you work with passion and a sense of urgency, you seek opportunities to improve results and processes in a proactive manner, your target is to actively contribute to the goals and profitability of Oppermann Group
- Business acumen to know the landscape in the webbing world, technology, and competitions, you make good decisions based upon a mixture of analysis, wisdom, experience and judgment
- Exceptional active listening and communication skills with an open mind, you with hold early-on judgments, you reflect and clarify the environment to achieve the big picture, you ask questions and summarizes on what is important. You drive the communication forward to accomplish the goal
- Motivating each other as a team player, you create a climate in which people want to do their best, you empower others and collaborates to build effective teams together
- Interpersonal capability and the ability to build rapport with others, you work towards building constructive and effective relationships, you are comfortable receiving coaching and feedback from others
- Initiative Taker/ Self-management skill with the ability to assess the situation, thinking proactively and take actions without direction of someone else, you go the extra mile thinking through complications, taking on work before someone asks you to. You are proactive, well organized, able to handle work under stressful and uncertain environments with minimum guidance

- Organizational agility with experience working in a multinational company, managing multicultural environments and teams, you know how to get things done both through formal channels and informal networks
- Coordinate closely with other team members and departments like operations, logistics, dispatch
- To increase sales by promoting target products/applications, identifies and captures cross selling opportunities at your account
- To coordinate the review and approval of legal contracts, agreements and frameworks for your account (commercial, logistic, supply, NDA's.)
- Understand key players, applications, requirements, trends. Become an industry and product expert to leverage successes across the industry
- Approach the sales process with a high degree of professionalism and effectiveness by successful utilization of customer centric selling skills with prospects of customer calling

EDUCATION AND EXPERIENCE –

- Bachelor's degree/Business development/MBA – Sales
- 8+ years of commercial experience in technical-commercial roles, with a proven track record of growing business
- Technical knowledge of textile process and applications would be helpful
- He/She is experienced in webbing products and has formidable market reach in the webbing industry

OTHER FUNCTIONAL REQUIREMENTS –

- Aware of use of computer/laptops
- Aware of MS office use and other sales promoting programs
- Ready to travel and meet the customers
- Good level of written and spoken English is essential. Other languages is beneficial
- Ready to visit business development events, fairs, and exhibitions
- Ready to be based out of location - Ahmedabad

OFFERINGS –

- Competitive salary as per the market standards
- Business friendly and supportive atmosphere
- Self-development and advancement in career
- Health insurance

For more details, please contact chaitra.dole@indo-german.com