

Sales Manager



5 years' higher education (business school or engineering degree) and significant experience in a similar position



The Sales Manager (M/F) is responsible for sales of aluminium foundry ingots used in the production of automotive parts, reporting to the Sales Director:

- Take an active part in defining the Marketing and Sales strategy and ensure its deployment by supporting the strong growth of a portfolio of customers in the European automotive industry;
- Ensures that sales targets are met in terms of prices, volumes, margins and service performance, in order to satisfy existing key accounts;
- Develops the customer portfolio through prospecting initiatives, in line with a sales plan;
- Draws up proposals and conducts commercial negotiations in coordination with the technical teams;
- Supervises compliance with the Aluminium Stewardship Initiative standard.



Good knowledge of B-to-B sales in an industrial environment;
International experience;
Level of English C1 ;
Good command of negotiation techniques;
Good command of IT tools (Pack Office);
Dynamic, innovative, able to make proposals;
Ability to analyse and summarise;
Commercial drive;
Autonomy and sense of priorities;
Thoroughness.