



Detail CZ s.r.o

Žižkova 771, 394 68 Žirovnice

SALES DIRECTOR

WHAT WE SAY ABOUT US

We are seeking candidates for the Managing Director position for company Detail CZ. The company Detail is producer of machined parts mainly for automotive industry. Our most important customer is American automotive group Paccar – DAF Trucks Nederland and Belgium, Leyland Trucks in the UK and Paccar in the US. We also produce parts for construction machines Doosan Bobcat in the Czech Republic, France and the USA. Our another very important customer is Scania in Sweden. If you feel that you could add value to the business, please send us your CV.

WHAT TO EXPECT ON THIS POSITION?

- Determining the company's business strategy
- Implementing and developing a business strategy for sustainable growth and successful company development
- Analysing and defining new business and sales opportunities internationally
- Analysing and preparing reports about business activities
- Approval of business contracts and orders
- Approval of acquisition
- Representing the organization on meetings with business partners and potential customers
- Maintaining business contacts with clients, creating long-term and stable relationships
- Working within company management
- Leading the sales team
- Setting the KPIs (key performance metrics) for sales team

WHAT DO WE EXPECT FROM YOU?

- degree in Business or Economics
- At least 5-years experience as a senior sales manager
- excellent communication and managerial skills
- Self-motivation, target driven / pro-active approach and ability to solve problems
- hard-working
- Good knowledge of the laws, regulations and legal standards needed to manage the company
- knowledge of international business operations
- Excellent spoken and written English, a knowledge of a different foreign language highly appreciated
- Computer literate (MS Office - MS Excel, Outlook, Internet)
- A proven ability to plan, develop and execute business development strategies
- Knowledge of industrial automation and practice in automotive industry

WHAT CAN WE OFFER?

- stable work for the Czech company with 1 owner
- friendly working team
- an interesting position with the possibility of self-realization
- flexible working hours with fixed parts from 9 to 14 hours
- motivation salary with bonuses tied to individual goals
- notebook, mobile phone, company car
- 5 weeks of annual leave
- Start immediately
- Place of work: Žirovnice

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