

Area Sales Manager - Midlands (m/f/d)

Be part of our team and create with us the world of tomorrow!

You want to make a difference, take part in decision-making and shape things? Are you enthusiastic about future-oriented technologies and would like to benefit from the spirit of a fast-growing, medium-sized company? With us, you can expect a working environment with a lot of freedom, a high level of talent development and tasks that grow with you.

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Home Office / Full-time / Travel activity

YOU FEEL LIKE DOING

- Drive sales by providing solutions to end-customers
- Support and expand the regional network of installers
- Identify, develop, maintain and strengthen effective relationships with key customer contacts to deliver business growth and increased market share
- Develop sales plans that support objectives for sales, market-share and competitive account penetration
- Participate in trade shows and industry associations
- Pro-actively and constructively analyse of customer accounts to determine potential for both present and future solutions and needs

WHAT YOU BRING ALONG

- Successfully completed technical or economic training
- Strong commercial sales experience with proven track record in a similar field-based sales role in project sales
- Extensive acquisition and order closing capacity
- Organizational talent in supporting projects and specialist trading partners
- Project management and consultation with architects, designers, and contractors
- Experience in selling and clarifying technical products
- Self-motivated with a proactive approach to problem solving and developing your own pipeline

OUR OFFERING

Work-Life-Balance // Flexible working hours, home office based

Health // Monthly fitness allowance, Employee Assistance Program on all life issues

About us



SimonsVoss as the pioneer for ultra-low power electronic locking technology stands for the intelligent integration of functionality, aesthetics and uncompromising high quality Made in Germany.

Courage for innovation, sustainability, responsibility and the appreciation of our employees and partners are the foundations of our success.

SimonsVoss is a company of the ALLEGION Group and therefore a part of the globally active network

Family & More // Monthly day-care allowance for children (up to school age), exclusive employee discounts, high-quality, advertising-free company car for private use

Growth & Development // Structured & inspiring onboarding process, hands-on training, access to Busuu, Allegion Academy & LinkedIn Learning, mentoring on development and career paths

Culture // Infectious spirit, flat hierarchies, a colourful team from 13 nations, great helpfulness & cohesion, many great events

INTERESTED?

Then **Sylvia Martínez** is looking forward to your application. Just send it out to career-simonsvoss@allegion.com

Feel free to call us if you have any further questions.

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Not sure if your experience is a perfect fit for the job?

At SimonsVoss, we are committed to creating a diverse, inclusive, and authentic workplace. So, if you're interested in this position, but your experience doesn't perfectly match everything in the job description, you should still apply. You may be just the right candidate for this position.