

Our client is a leading global manufacturer of fasteners and fixing solutions for industrial applications and OEMs, particularly in the automotive and mechanical engineering industries. The company is part of an internationally active group with a global presence. The focus in Europe is currently on the targeted expansion of the OE business through the development of new markets, the expansion of existing customer relationships and the consistent further development of the product portfolio. In the course of a replacement and to further strengthen and develop the organization, we are looking for a

## Director Sales OE EMEA (m/w/d)

### Main tasks:

- Responsibility for sales and earnings development in the OE area within EMEA
- Development and implementation of growth strategies to expand the business
- Cooperation with engineering, production, product management and controlling
- Designing lean, efficient processes in the still young OE division
- Structured preparation and communication of forecasts, KPIs and business cases

### Experience/knowledge:

- Completed studies in business administration with technical understanding, as an industrial engineer or in engineering
- >15 years of experience in sales of OE components and >5 years of management experience
- Sound knowledge of managing complex, international sales projects
- Analytically strong, resilient and open to detailed operational work
- "Self-starter" who takes responsibility and helps shape structures

### What our client offers:

- Freedom in implementation with direct influence on the business strategy
- High degree of autonomy, flat hierarchies, direct access to the decision-making level
- Fast-growing company with a clear mission
- A market-driven package with fixed salary, bonus and car allowance
- The opportunity to work remotely in a smart home
- Handover phase with the current job holder possible

If you are interested in this exciting job opportunity, then please forward your application (CV, reference letters) per Email to Mr. Thomas Wild. We will treat your application with strict confidentiality.