



ETP Transmission AB have developed and manufactured hydraulic toolholders and hub-shaft connections for more than 30 years, which are sold under the trademark ETP®. The company has built up a unique world wide knowledge and leading position within the hydraulic fastening and centering field. Continuous development with customers, where ETP contribute with a wide application knowledge and calculation assistance, has resulted in a steady flow of new products. The company has established a leading position in the field of hydraulic clamping for three different business areas: general machine building, industrial woodworking and metalworking.



ETP Transmission AB is now continuing its steady growth in Germany and is therefore seeking a

Sales Manager Germany - in the field of the metalworking industry

Your area of responsibility

- Analyze, set and propose new distribution channels and new sales goals
- Establish annual gross profit plans for your area of responsibility
- Maintain sales volume, product mix and selling price by monitoring costs, current supply and demand, trends, economic indicators and competitors
- Processing offers and ensuring a high level of service
- Regular support, also on-site, to existing distributors
- Organization of product and sales training
- Development and implementation of action plans
- Organization of and participation in selected fairs
- Maintain professional and technical knowledge through participation in workshops, independent reading of professional publications, establishment of personal networks and participation in professional associations

Your profile

- Industry experience in the metalworking industry (tools & tool holders)
- Expertise in the management and support of distributors
- Practical experience in small and medium-sized companies
- Experience in dealing with larger companies
- Multi-annual distribution background and access to a large professional network
- Convincing appearance as well as communication and team skills complete your profile

We offer you

We offer you an independent and self-responsible activity in an international and successful company. You can expect a significant career growth potential. You have the opportunity to actively shape and develop your area of responsibility. The position has a competitive salary. A company car is of course available.

Why choose ETP?



Innovative products

When demands are high and the pace is quick, we never see a problem - only possibilities to create new solutions.



Easy to do **business** with

With innovative ideas we design and manufacture products that make your job easier and quicker.



Representatives world wide

Authorized representatives with stock and high levels of technical knowledge around the world.

Your application

If we have aroused your interest, we look forward to receiving your detailed application documents, also in English. Please send your documents with your salary expectations and your earliest possible starting date with the subject "Sales Manager Germany" via email to:

info@etp.se

Your application will of course be treated absolutely confidentially.

Deadline: 31 October

Selections are made on an ongoing basis.

For further questions please contact:

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16-21·9·2019 · Hannover · Germany

