



Vacancy

Job-Title: Sales Manager Africa (m/f)

Job Type: Full Time, Permanent

Location: Vienna

Region: Africa

Sector: Paper/Board/Packaging

Bank: Oberbank AG
Kontonummer: 04351023066
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BIC: OBKLAT2L
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Company Overview:

Our client is a leading sales and marketing partner for paper, pulp and cardboard manufacturers. In order to further continue to grow its business our mandate is seeking a

Sales Manager Africa (m/f)

Responsibilities

- ❖ Develop sales of papers/boards/packaging/newsprint to B2B customers in Africa (North Africa + Sub-Sahara (Egypt excluded)).
- ❖ Collaborate and identify relevant sourcing.
- ❖ Develop and deepen relationships with existing suppliers (mills) besides reporting to them.
- ❖ Prepare offers and define best logistics for delivery with back-office support for relevant customers.
- ❖ Grow and develop existing customer base in Africa.
- ❖ Full regional responsibility for the region.
- ❖ Regularly visit existing customer base, introducing new products and/or solving issues.

Required Skills/Experience

- ❖ Ideally you have a minimum of 3 years of sales experience to African customers OR Export experience.
- ❖ Experience in sales or business development.
- ❖ Ideally -but not a “must”-the successful candidate has knowledge of products used in the printing/ packaging/board industry or has worked for one of the major paper manufactures in the past.
- ❖ Fluency in English and French

Personal Characteristics

- ❖ Willingness to travel to the region.
- ❖ Entrepreneurial mindset and hands-on mentality.
- ❖ Strong sales focus and high target orientation.
- ❖ Excellent communication skills.
- ❖ Pragmatic working style.
- ❖ Friendly and open personality with openness to new ideas.

Our offer

Besides a very competitive salary, this is an exciting opportunity to join one of the largest fast growing international companies in the paper/board industry, headquartered in Vienna.