



Our team wants
to meet: you.

We have an immediate opening for a

SALES DIRECTOR SEGMENT SIGNAGE & PHOTO

Your duties:

- Leading a team of sales employees (Area Sales Managers and Key Account Managers) and sales agents
- Working closely with the Vice President Commercial EMEA/APAC and their sparring partners on the strategic development of the division
- Responsibility for conceptual and operational sales in EMEA/APAC: Customer potential and customer structure analysis, unit sales planning, pricing policy, distribution policy, framework agreements
- Preparing and implementing the annual sales budget
- Designing and implementing the market segment strategy and coordinating and communicating all measures required for this with the relevant units (Development, Marketing, Production and Finance)
- Profitable expansion of the market position in EMEA/APAC as part of the SIHL growth strategy
- Intensive support for and further development of existing, international customers (B2B) and business partners – in collaboration with Product Category Management
- Ongoing market monitoring in EMEA/APAC
- Active price negotiations

You bring:

- Degree in business administration or similar higher-level, practical/theoretical vocational training in a commercial or technical discipline with MBA. Strong sales experience/key account experience
- 3 to 5 years' experience in a responsible sales position
- International sales experience is a major advantage, particularly in Asia
- Experience in managing business divisions, companies or parts of companies is desirable
- Knowledge of digital printing (especially inkjet) and of the advertising/POS, photo & art environment is also desirable
- Commercial knowledge, especially of sales processes, sales contracts and framework agreements with key accounts and daily business is essential; closing skills and negotiation experience
- Proven success in the development of topics and markets for the future
- Seasoned professional, highly trained manager with strong managerial skills and the ability to motivate
- Strong and persuasive negotiating skills
- Entrepreneurial mindset
- Loyalty and the ability to communicate openly and directly
- Solution-oriented with superiors and colleagues, straightforward and reliable with customers
- Strong in creating concepts
- Willing to travel (approx. 30%), including internationally
- Very good spoken and written business-level English is essential; additional foreign language an advantage

We offer:

You will be part of a committed, helpful and fun team. Your role is responsible and varied with a great deal of creative freedom and personal responsibility. You will find flat hierarchies and short decision-making paths at Sihl. You can expect a secure job for long-term collaboration and an attractive salary model. As part of the Sihl Group, you will work in an international and yet traditional company with long-term prospects. You will receive an attractive salary package and a company car that can also be used privately.

Please send your application to:



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SIMPLY THE BETTER SOLUTION!

Sihl is a strong partner for future-orientated industries and creates innovative solutions with its premium coatings. With more than 350 employees in the Sihl Group, we contribute to the success of our customers from a wide range of industries in almost every country in the world. From automotive and tourism, from packaging and labels through to printing and logistics, our customers trust our premium coatings and technological expertise. As a specialist for future-proof products, Sihl lays the foundations for innovative trends and promotes sustainable results. In a nutshell, Sihl is simply the better solution!

Step by step into
your future

