

YOUR IDEAS.
YOUR CAREER.

BALLUFF

Around 3900 employees worldwide work every day at Balluff on high-quality sensor, identification and image processing solutions, including network technology and software for all automation requirements. They are our shapers of the future. That's why, as a globally positioned family company, we always offer them the best conditions. Work with us on creating our customers' success and let's advance innovations together.

We are looking for passionate and result-oriented team players as

REGIONAL SALES MANAGER – AUTOMATION TECHNOLOGY FOR PACKAGING, FOOD & BEVERAGE MACHINES

North UK Territory

These are your areas of responsibility

- Acquisition of new customers and the expansion of new business within selected machine builders in the packaging, food and beverage sector
- You enjoy business development and have the ability to think and act strategically while implementing your long-term business plans
- Preparing and presenting powerful proposals of your value proposition
- You will provide our customers with technical advice and consulting on complex application solutions.
- In addition, you will lead the entire sales process up to the closing
- You like to actively participate in trade fairs and attend conferences and meetings

Your skills and competencies

- You have successfully completed your studies to degree level in electrical engineering or STEM or have a comparable qualification
- Industry knowledge in industrial automation, and experience of working with customers in a field-based role
- You describe yourself as a sales professional due to your behaviour, your strong negotiating and communication skills, and your ability to get things done.
- Passion for selling consulting-intensive automation solutions in Industry 4.0 and IIoT environment
- You have detailed knowledge of the use of automation solutions and applications in the PFB industry
- A high level of self-motivation in developing new customers and identifying additional potential with existing customers is one of your strengths
- You are a team player who is goal and result oriented, characterised by efficient and structured working methods
- You live in the North of the UK and you can provide the appropriate documentation to work in the UK

Next to a good salary we offer several benefits

- Bonus arrangement
- A good pension arrangement
- A representative car for your customer visits
- You can work from home which allows a good work life balance
- You will join a winning and positive team environment, local as well as international
- Learning on the job, your colleagues and the online academy will help you learn everything you need
- And next to having fun, we encourage your creativity, curiosity, and entrepreneurship

Balluff has been financially independent as a family run company for four generations now. We plan our corporate goals with foresight. This enables us to offer our employees long-term and lasting prospects, and highly competitive rewards and benefits. Experience the Balluff Spirit yourself. Become part of our team.

You want to make a difference with us? Then we look forward to receiving your application!

If you are interested, please apply to: hr.uk@balluff.co.uk enclosing your CV.

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