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Sales Manager - Industrial Automation (f/m/d)

Home Office - region Utrecht, South Holland, Gelderland, North Brabant | Office Location: 7521 PH Enschede

Are you passionate about Industrial Automation Solutions and Process Control Systems? Do you want to provide customers from the consumer packaged goods (CPG) segment our intelligent, efficient solutions to optimize their manufacturing processes? Are you a real **Sales Hunter**? Then this position offers you exactly the right things! As **Sales Manager Benelux** for Process Control Systems (PCS) and Manufacturing Execution Systems (MES) you will be responsible to **generate new sales opportunities in the Netherlands, Belgium, and Luxembourg**.

ProLeiT is an IT company headquartered in Herzogenaurach/Germany. For global players in the brewing, beverage, food, bakery, dairy, pharmaceutical/biopharmaceutical and chemical industries, we develop and supply automation solutions for the process industry on a worldwide level. Our **process control systems** and **Manufacturing Execution Systems (MES)** are utilized in more than 2,000 production facilities, in more than 110 countries. Since 2020 ProLeiT has been part of **Schneider Electric**, the global specialist for digital energy management and automation solutions with more than 137,000 employees in over 100 countries.

Your responsibilities

- You **ensure** the sustainable **expansion of ProLeiT market position** in the Benelux CPG customer segment with focus on dairies, non-alcoholic beverages, life sciences and chemical branches.
- You work both **operationally and strategically**: You develop **commercial strategies**, **analyze market trends**, visit new customers, **present products and solutions** including **tendering** and **contract negotiations**.
- You **define company sales goals** and **action plans** together with the managing director and **coordinate the weekly sales and operational planning meeting**.
- You love not to sell just a product; you are passionate about **selling a complex ETO solution** to fulfil exactly your customers' requirements.
- You also participate in **events & trade shows**, **support marketing activities** to reach your sales targets.

Our offer

- We offer a one year limited working contract (option to be expanded to an unlimited contract) in a growing and globally operating company, with the autonomy and opportunity to **act like an entrepreneur** within our organization.
- We provide a **strong brand** and **innovative products**, **flat hierarchies** with **fast decision making** and **short communication channels**.
- We support you in your **professional development** and **live our values** helpfulness, responsibility, openness, and respect.
- You are **home-office based**, ideally in the middle of the Netherlands (e.g. Utrecht), but visiting our office location in Enschede 1-2 times a week.
- Expect a wide range of benefits including a **company car for your private usage**, **flexible working hours**, a **competitive remuneration package** and social activities.

About you

- You hold an **engineering degree in (industrial) automation**, electrical or software engineering or a degree as technician; ideally combined with **experiences in automation & software**, which are key to your success in this role (IT hardware knowledge is a plus).
- You have a proven record of accomplishment as a sales person with **5+ years of experience** in commercial sales and a **strong hunter mentality**.
- You **love to travel** in the Netherlands, Belgium, and Luxembourg (80% weekly average), and hold a **valid driving license (B)**.
- **Fluent Dutch and English** skills are required to understand your customer needs, as well as a communicative and open-minded personality. German would be advantageous.
- With your **dynamic and energetic**, **hands-on attitude** and your **ownership**, you are a role model for others.

Your next step – apply, of course!

Please submit your application documents including an **English CV** by using our online application form on our homepage, referring to the **Job-ID NL0004**. Your contact person for this position is **Isabel Blumrich**. If you have questions regarding the application process, please send us an e-mail to [jobs\(at\)proleit.com](mailto:jobs(at)proleit.com).

If you are applying for the position, please note that your personal data and documents will be processed and stored at our premises and/or electronically stored until the completion of the application process.

General data protection regulations: www.proleit.com/data-protection.html