

LUTZ BLADES is an international family-owned company. The corporate headquarters, founded in 1922, is located in Solingen (Germany). Established in 1992, LUTZ Polska is the sister company in Nysa (Poland). With more than 300 employees, LUTZ BLADES produces over 100 million blades annually and distributes blades for a wide range of industrial applications - in some areas as market leader. You can find our blades in the construction market, automotive supply industry, industrial meat processing, medical technology and many other industries around the world. LUTZ BLADES stands for versatility and innovation.



We are looking for an experienced...

(JUNIOR-)SALES MANAGER (F/M/D)

...with a passion for customer success and wants to enable the business to drive positive sales growth results.

YOUR RESPONSIBILITIES

- Sales of technical blades for industrial use in USA and abroad
- Technical consulting and competently support for an international customer portfolio
- Qualifying and acquiring new customers (worldwide)
- Ensuring sales and margin growth
- Preparation of offers, negotiating contracts and pricing agreements
- Analyzing and actively monitoring market's potential, industry trends and competitor activities
- Representing the company at trade shows in USA and abroad

YOUR QUALIFICATIONS

- High-School diploma
- Minimum 1 years of professional experience in technical sales, preferably in the industry
- Analytical thinking with an entrepreneurial and proactive mind-set as well as target-oriented way of working
- Strong communication skills and high customer and service awareness
- Flexibility and willingness to travel (up to 35% in the USA and Canada)
- MS-Office, CRM and ERP skills

WHAT WE OFFER

- You work in a future-oriented, growing and family-run company
- Good atmosphere and team spirit
- Lean corporate structure
- Technically demanding environment
- Modern and comfortable office in Charleston
- Personal and professional development to grow internally within our organization
- Performance-oriented salary package
- Mileage allowance
- Empowerment to make your own ideas reality

DID WE AROUSE YOUR INTEREST?

We are looking forward to your application! Please send your complete application documents and salary expectations to

bewerbung@lutz-blades.com

This position is based in USA Charleston. Please apply your CV written in the English language.

Any questions?

Your contact person:

Human Resources
Ms Christine Scheming
Tel.: + 49 0212 5966-0