

Become part of the Hofmann family -
Your next job:
Outside Sales Manager

What awaits you as a field sales manager / regional sales manager (m/f/d) at Hofmann Mess- und Auswuchttechnik?

We want to further expand our sales team in the North-Central region of the United States. Are you looking for an inclusive work environment that values mutual support and collaboration? Are you passionate about developing technical solutions together with customers? Is customer satisfaction your top priority? Do you enjoy traveling and building long-term business relationships? Then the world of balancing technology could be the right challenge for you. If you answer "yes" to these questions, we look forward to getting to know you.

General Job Description

The focus of this position is on customer support and determining the basic scope of supply and services for new machines, portable systems, and modernization or upgrade projects. The Regional Sales Manager (RSM) is responsible for New Machine Sales (NMS), meeting or exceeding the sales targets set by the Sales Manager (SM), and continuously expanding the customer base within the assigned sales region.

Framework conditions

- Work location: Office work and travel
- Working hours: At least 40 hours per week
- Compensation: Fixed salary plus commission
- Reporting line: Sales Manager

Your tasks

- Customer support across various communication channels, including in-person customer visits, phone and video conferences, email, and other suitable communication methods.
- Acquisition of new customers through networking, referrals, market and competitor research, as well as other suitable business development measures
- Discussion of technical requirements and details with clients to determine the optimal balancing solution.
- Development of customer-specific solutions in close cooperation with internal sales and the engineering team
- Creating quotations in collaboration with internal sales support
- Presentation and discussion of offers with clients
- Tracking of all customer inquiries and submitted offers
- Negotiation of contracts and successful acquisition and closing of orders
- Achieving or exceeding personal annual sales goals within the assigned sales territory
- Participation in trade fairs and industry events
- Conduct market analyses and share relevant findings with the management team.
- Weekly reporting on customer visits, project progress, success prospects, and required support measures
- Support for project management in ongoing assignments and projects as needed
- Willingness to work flexible hours according to business needs
- Regular travel required

Your qualifications

- Professional experience in sales of capital equipment required
- Completed vocational training, associate degree, or bachelor's degree in a commercial, business administration, or technical field
- At least three years of professional experience in special machine construction or, alternatively, at least five years of professional experience in sales.

Your skills

- Technical understanding of industrial plants, machinery, and manufacturing processes
- Excellent written and verbal communication skills
- Proactive and creative approach to problem-solving
- High intrinsic motivation, self-discipline, and consistent focus on achieving personal sales goals
- Ability to acquire in-depth knowledge of balancing theory as well as manual, semi-automatic, and fully automatic balancing machines and machine tool designs
- Secure handling of Microsoft Office, especially Word and Excel

Your benefits

- Varied, challenging, and interesting work
- Room for personal initiative, creativity, and innovative solutions
- Good development opportunities and performance-oriented compensation in a pleasant working environment with flexible working hours
- Individual support through further training measures
- 401(k) retirement plan with employer match
- Health, Dental, and Vision Insurance
- Health Savings Account (HSA) with Employer Contribution
- Flexible Spending Account (FSA)
- Life insurance
- Paid Time Off

Have we aroused your interest?

Then we look forward to receiving your comprehensive application documents. Please state your earliest possible start date.

Contact:

Michelle Mays

E-Mail: hr.dept@us.hofmann-global.com

Hofmann Mess- und Auswuchttechnik GmbH & Co. KG
Werner-von-Siemens-Strasse 21
64319 Pfungstadt
germany@hofmann-global.com | +49 (0) 6157 949 0
www.hofmann-global.com