



Walterscheid Powertrain Group is a global provider of connected and smart powertrain solutions and complete in-service support for the world's leading off-highway and industrial equipment manufacturers. With its global platform across 4 continents Walterscheid Powertrain Group is the technology partner and innovation leader to the leading, global OEMs. This together with a comprehensive aftermarket and service offering positions the group for above market long term growth. An opportunity has risen in our headquarter in Lohmar for an experienced Sales Director Ag, responsible for further developing a customer market strategy and by targeting new prospects in the ag market. Work location will be Lohmar (NRW), Germany.

Sales Director Ag Europe (m/f/d)

Key Responsibilities:

- ▶ To direct the Sales function for the Ag markets in Europe for Shafts and Tractor Attachment Systems (TAS) while ensuring the development of a customer and market divisional strategy aligned to divisional and group objectives and enabling its deployment. Responsible as Sales Director for the Walterscheid GmbH.
- ▶ Further development of existing and new OEM accounts with huge growth potential
- ▶ Prospect new business leads for mechanical drive shafts and related WPG products, establish and maintain excellent customer relationships, identify and resolve customer concerns
- ▶ Create a 5-year account growth plan and align with Sales, Operations, Engineering and Product Management
- ▶ Drive contract negotiations to achieve best terms and conditions in accordance with our Company Policy
- ▶ Responsible for sales budgeting, sales reporting (feedback) and sales performance against targets

Qualifications:

- ▶ Senior Sales Director with multiple years of working experience within major OEM and/or suppliers
- ▶ Proven track record and active network within the off-highway markets and customers
- ▶ Strong technical knowledge of off-highway market and drivetrain systems
- ▶ You must be credible, technically competent and capable of leading people to reach the goals, by demonstrating his skills and by arguing convincingly. Expert negotiation skills and high performance orientation
- ▶ Excellent negotiation skills and high performance orientation
- ▶ Excellent German and English language skills

We are looking forward to receiving your application! Please send your cover letter along with your CV, credentials and your earliest starting date to philip.berten@walterscheid.com.