

# The Open World of Finest Weighing Solutions. Since 1866.



Although Bizerba has not invented the weight, we have definitely paved the way for modern weighing technology. Since 1866, our name - like no other - has stood for efficient weighing, slicing and labeling solutions. Today, we operate in 120 countries with approximately 4.100 employees.

For our location in **Athens/Greece** we are looking for a

## Industrial Sales Consultant (m/f/d)

### Your tasks

- Implement the sales strategies developed by management within your client base
- Promote, maintain & increase sales of Bizerba's Industrial Equipment in the region
- Meet with potential new clients regularly
- Create new business in the area by setting Bizerba's product apart from competitors
- Understand the customer's need and suggest solutions with our product line
- Maintain up to date product knowledge to answer questions and provide solutions
- Demonstrate outstanding analytical and problem-solving skills, to influence thinking or gain acceptance of multiple customer constituencies
- Close sales efficiently & effectively
- Build/ Maintain relationships with customer, becoming a point of contact & trusted advisor
- Prepare weekly and monthly reports for management
- Management of a pipeline of opportunities

### Your qualifications

- 3+ Experience with equipment sales in the food industry
- Ability to work independently and manage multiple projects to completion
- Strong working knowledge of the MS Office suite: Excel, Word, Outlook
- Excellent written & verbal communication skills
- Must have the ability to present to "C" level audience
- Customer Service & People Skills
- Understanding the Customer & Customer Focus
- Language skills: English mandatory - bonus: German
- A team player capable of working within a collaborative environment and making valuable contributions
- Charismatic, hands-on personality with the attention to detail, professionalism, self-development
- Experience in structuring business deals with knowledge of different commercial constructs and how these can be used
- Basic understanding of databases and IT-Networks a bonus

### Our offer

At Bizerba, we bring together the traditional values of a family-run company and the international career development opportunities of a globally operating group. That is what we call "Bizerba Open World" and we are looking forward to developing this further together with you.

### Your application

We are looking forward to receiving your application - specifying the earliest possible date of joining and desired salary. Our contact: **Bizerba Hellas** - Sales dept. - T +30 210 61 27 600 – [bizerba-hellas@bizerba.com](mailto:bizerba-hellas@bizerba.com)  
[www.bizerba.com](http://www.bizerba.com)