

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.

Based in Cape Town and looking after Western Cape, Northern Cape, Eastern Cape and Namibia

Regional Key Account Manager Industry (m/f/d)

Your tasks

- Promote, maintain & increase sales of Bizerba' s industrial equipment in the region
- Create new business opportunities in the area
- Understand the customer's need and suggest solutions with our product line
- Maintain up to date product knowledge to answer questions and provide solutions
- Close sales efficiently & effectively
- Build, grow & maintain relationships with key strategic customers, becoming point of contact & trusted advisor
- Ability to execute, manage regional and individual customer strategies to meet & exceed sales targets
- Team leader for sales team in the territory
- Report on sales and forecast for the territory to Head of Industrial Sales

Your qualifications

- A proven track record of Territory Management to clearly articulate / demonstrate accomplishments of year over year revenue growth
- Minimum 3+ experience with equipment sales in the food industry
- Ability to work independently and manage multiple projects to completion
- Ability to travel as required by role (up to 75% of the time)
- Strong working knowledge of the MS Office suite
- Excellent written & verbal communication skills as required by a professional business environment of KA management
- Customer service & people skills
- Experience in SAP B1 software & CRM Programs

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 inclusive cover letter - specifying the earliest possible date of joining and desired salary.

Your contact:

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