

# **Two Sales Consultants (m/f/d) exterior application (PURA NFC) - Location: Northern Germany & Southern Germany**

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## **This is Westag & Getalit AG**

Westag & Getalit AG is one of the best-known manufacturers of high-quality wood-based products for interior finishing and building construction in Europe since 1901. With our two sites in Rheda-Wiedenbrück and Wadersloh, more than 1,200 colleagues generate sales of > €200 million. From doors to frames, from kitchen worktops to window sills, from high-pressure laminates to solid surface materials – we are the partner for the industry. Since 2018, we are part of Broadview's Material Technology group, the world market leader in high-pressure laminates. In addition to Westag & Getalit AG, the group combines the four leading players Trespa, Arpa, Formica and Homapal and is globally active.

**Do you want to join an undisputed world market leader? Are you ready to boost the sales of a unique premium product? Do you want to take over responsibility and write your own success story?**

For our German Sales Team we are looking for two

**Sales Consultants (m/w/d) exterior application (PURA NFC)  
Location: Northern Germany & Southern Germany / as of August 2020**

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## **This could be your role**

As Sales Consultant for exterior applications (PURA NFC), you will be responsible for the market and solution development of the product PURA NFC in your sales area. PURA NFC (pura-nfc.de) is a unique siding product for façade applications from Trespa and Westag exclusively distributes this to the German market. You will be coordinating all activities around the product in your area, develop the distribution business with our wood dealers, their contractors, and installers. Next to this, you will actively support Westag's dealers with trainings, marketing activities, and stock planning to maximize your turnover, market share and company reputation. You will work closely together with the Westag's and Trespa's sales management, application specialists and customer service to acquire projects and develop your own success story. Of course, you will also represent the company and your product at trade fairs and customer events. You report directly to the Head of Sales.

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## **You bring that with you**

Our Sales Consultant is an experienced sales specialist with more than 5 years of relevant experience in a professional (international) sales organization with CRM software experience.

You are a strong personality who is able to take over a demanding specialist role and have strong consultative or value based selling skills. You are ready to take over the responsibility for a product of strategic importance and are willing to develop your own success story. Because of your excellent communication skills constructive team play in multidisciplinary and multinational teams are basics for you. You want to be the connecting link between area field sales, application engineering and sales management and you always find the right approach at all different levels. You complete your profile by project management experience, a result-oriented mindset and hands-on mentality.

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### **This is what we offer you**

As our Sales Consultant, we offer you a versatile and challenging job in a changing and growing organization. If you like to achieve results, are not afraid to take decisions, are willing to travel and know what to do, you will enjoy working with us. We support you in every possible way in developing your skills and talents so that you can realize your ambitions. With group operations in all world regions, you can grow with us – in Germany, in Europe, or even worldwide. Furthermore, the Westag family offers you a pleasant working atmosphere, an ambitious and agile management team and a competitive compensation including an attractive and flexible company car policy.

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### **Ready to go?**

Do you feel like getting started, but still want some more information first? Then contact Rainer Kreuzarek on +49 5242 175980. Are you convinced to be the right candidate that we are looking for and would you like to take up the challenge? **Just send us your profile!**