



GMA Garnet Group (GMA) is the trusted global leader in industrial garnet and has been providing the highest quality garnet abrasive to the waterjet cutting and protective coating industries for over 35 years.

GMA Garnet (Europe) GmbH with its headquarters in Hamburg sells the natural mineral cutting and blasting abrasive with distribution partners in Europe as well as in parts of Africa.

For our European business we are looking for an

Sales Manager Blast Abrasives France and Benelux (m/f/d)

Responsibilities and Tasks:

- Outside sales activities with customer service in France and the Benelux countries
- Increase the sales and turnover figures through new customer acquisition
- Technical service and tests on site
- Enforcement of the given pricing policy
- Market launch of new GMA products
- Planning of regular sales projects and events with our Marketing team
- Quotation, order entry and processing in consultation with the Inside Sales team in Germany, Hamburg
- Report on market and business development to the Department Manager in Germany, Hamburg

Profile:

- Proven experience in sales in France and the Benelux countries (preferably in the blasting market)
- First-hand knowledge of the key influencers in the market
- Results-oriented team player
- Experience in working in remote teams
- Willingness for extensive local and regional travels
- Excellent analytical, thinking and communication skills
- Fluent in written and spoken English and French
- Positive „can do“ attitude and willingness to work in an agile and fast-growing organization

Start: Immediately

Location: Home office (France or Benelux)

If you are interested in this position, please send your CV and a covering letter in English or German (applications in French or Dutch cannot be taken into consideration) to:

GMA Garnet (Europe) GmbH
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20457 Hamburg
Germany
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