



## Become Lumberger!

For the expansion of our sales activities we are looking for you based in Poland as

### Sales Engineer/Representative Poland and Eastern Europe (m/f/d)

**The Lumberg Group** is one of the leading suppliers of connector and interconnect systems. Core areas of expertise consist in R&D and manufacturing of connectors, electromechanical and electronic components of highest quality. In-depth application expertise is in automotive, building technology, home appliances and communications industries. The company, which is now in its third generation of owner-management, employs around 1,250 people and achieved sales of 150 million euros in 2023.

#### Your Job Tasks

The job tasks are focused to the following fields:

- Exploration of the existing market potential and development of new fields of application for Lumberg products
- Leading and coordinating contact person between the customer and the interested areas in the company (Global Sales, R&D, Logistics) in Germany
- Support and further development of existing customer relationships through problem-solution-oriented individual consulting
- Perception of price negotiations, contract conclusions, implementation of new/amended pricing strategies
- Identification and acquisition of potential new customers
- Permanent observation and analysis of the Italian market
- Presentation of products and possible services at the customer's premises

- Expansion and development of an efficient network in Poland (possibly also with regards to other Eastern European countries)
- Implementation and active contribution with regards to the strategic direction of the company's activities in Europe

#### Your Profile

After a degree in business administration or a position-related, comparable education with professional experience in international sales, account or key account management, you have already worked in comparable business units (electromechanics). In addition to Polish as a native language and good English language skills, knowledge of German is also an advantage. You convince with strong communication skills, a winning appearance and assertiveness as well as a distinct analytical-methodical competence. This job position requires a high willingness to travel.

#### Your Perspective

We offer you a varied, challenging and responsible job in a medium-sized company in the metal and electrical industry, where you can play an active role and contribute significantly with your ideas. Do you have any questions? We look forward to your call:

#### Contact

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