



# REGIONAL SALES MANAGER

## SOUTH GERMANY/AUSTRIA/SWITZERLAND

This is a unique opportunity to get a job working for a high branded international furniture company and being a part of a new adventure!

As a part of HOWE's growth strategy, we are looking for a Regional Sales Manager for South Germany/Austria and Switzerland. We seek a highly motivated candidate who fits into our culture, work ethic and environment.

### TASKS AND RESPONSIBILITIES

- You are responsible for sales activities in your sales region.
- Develop the market in cooperation with the German sales team, Customer Service and Project Management.
- Build up a sales network of dealers and a network of A&D's.
- Expected 3-6 visits per day and 3-5 travel days per week.
- Proactive follow up on dealers and A&D's.
- Make sure to close projects and turn them into orders.
- Daily follow up on the market.
- Preparation of customer-specific quotations.
- Constantly looking for new business opportunities.

You live in Germany, preferably Munich, Stuttgart, South Germany, Austria, or Switzerland, and will work from your home office, covering the market and top cities in your area.

### PERSONAL PROFILE

HOWE is a value-driven organization where the individual's capacity for self-management is crucial for success.

You are independent, enterprising, responsible, design driven and resource conscious. You manage to build trust, are a good listener and have a good situational awareness.

You are systematic and are quick to familiarize yourself with new challenges. Most important is that you can work independently and have an international mindset.

You come from a similar position and are ready for new challenges.

### PROFESSIONAL QUALIFICATIONS

- We expect that you have at least 5 years of experience in sales and canvassing within the high-end contract furniture market.
- Your educational background is as a minimum a bachelor's degree within a relevant field such as interior design, sales and/or marketing.
- You have a great passion for design and products of high quality.
- You have flair and interest in IT as well as a basic knowledge of ERP systems.
- You speak and write German and English at a professional level.

### APPLICATION

Send your application in English and German to HOWE att. Thomas Nöth on [job@howe.com](mailto:job@howe.com).

If you have any questions, please contact Thomas Nöth at +49 151 42 52 52 53.

Candidates will be assessed and called for ongoing interviews. Job start is as soon as possible.

---

HOWE a/s is a strong international brand and one of the pioneers in development and sales of multi-usage and space-saving design furniture for the contract market. For more than 90 year's HOWE has been working closely with A&D's in order to create beautiful and functional environments with the focus on well-being. HOWE's HQ is in Odense, Denmark and has 100% owned subsidiaries in the US, UK, Poland and France.