



GreCon is an international, medium-size family owned and operated company, with headquarters in Alfeld/Hannover, Germany. Innovation is our Tradition - we live this philosophy every day, since this was the way the GreCon Electronics Division developed into the leading global supplier of high-quality fire prevention and measuring systems.

You want to discover the world and work with the latest technologies in numerous, interesting field of applications? You are looking for an employer who stands for innovation, reliability and equal opportunity? You want to take responsibility? Then submit your application today!

To support our team, GreCon is seeking a

## Sales Manager

to join our U.S. sales team in Charlotte, NC

### Your qualifications:

1. Proven track record and experience in Sales
2. Team player willing to do what it takes to get a job done
3. Sincere interest and dedication in customer inspiration and service
4. Experience in sales of industrial equipment which require a high degree of technical insight
5. Ability to make decisions with company's benefit in mind
6. Good work ethic for sales management by self-motivation
7. Organized working structure and ability to project management
8. Proven communication skills with customers and staff members

### Nice to have but not a requirement:

1. Sales experience in serving the wood working industry
2. Solid understanding of how wood products are made
3. Mechanical aptitude of machinery
4. Cold call experience
5. Understanding of contracts and tenders

### Your tasks:

- Management of the sales territories North East USA and East Canada
- Willingness to travel throughout the U.S. and Canada by plan and/or car
- Provision of sales support including customer visits
- Preparation and negotiation of proposals and contracts
- Evaluation of client facilities and equipment to advise on required quality insurance measurement systems
- Monitoring of market trends and competition
- Identification of new product applications
- Provision of technical product data and literature to be consistent with codes and regulatory requirements
- Development of brand and product strategies for our portfolio and transfer of these strategies into our day-to-day business
- Provision of product improvements for technically oriented products as necessary.
- Market research and publication technical reports on key business areas and strategic initiatives.
- Trade shows, technical forums, etc. as necessary.

GreCon is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

Besides attractive remuneration package, we offer state-of-the-art work equipment. In-house training ensures professional qualification before you hit the field. The vision of our company, formulated by the company founder, Carl Benscheidt, in 1911, is: „Our wealth is not our machines, nor a bank account, but the knowledge, skill and the commitment of our staff.“ This is and remains our company principle!

For further details, please call Mr. Alexander Root (+1-503-858-5249). Applications from recent graduates are also very welcome.

Please address your detailed application to our Director of Sales Mr. Root, or by e-mail to: alexander.root@grecon.us, indicating the earliest starting date and salary expectations.

› Arbeiten im Weltkulturerbe ‹



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