

Join our team!

APPLY NOW!

3D PRINTING IS THE FUTURE



We are an innovative, internationally operating and very successful family business based in Germany. For industrial applications in the jewellery, dental and acoustic industries, we develop and produce world-leading 3D printer systems, which are characterized by their product quality, precision and speed. Our successful, dynamic company has experienced enormous growth and has expanded worldwide into a leading 3D printing solutions provider.

If you are interested in our innovative technology and want to join us, while being part of our international sales team, we need you as

Channel Sales Manager Eastern Europe

Your tasks:

- Recruiting new partners and maintaining existing relationships
- Understanding customer and business needs to cross-sell and up-sell the company's products
- Coordination between support team and management to meet customer/ partner expectations
- Regular evaluation of partner needs and performance to maintain high partner satisfaction
- Monitoring of market trends, competitors, and customer needs for internal use
- Coordination of partner sales personnel to maximize sales
- Manage funnels, forecast, and seize sales opportunities
- Drive and manage sales and marketing campaigns

Your profile:

- You are a dynamic Sales Manager driving growth in the EE region, leveraging a deep understanding of local markets and strong sales acumen
- You have extensive experience of minimum 5 years in dental sales management, proven leadership skills, and the ability to establish strong relationships with partners and clients
- Flexibility and willingness to travel to partner locations
- Strong negotiation and contract management skills
- You are located in the Eastern Europe region
- Fluent English (German welcome/not a must)

We offer:

We offer you a work environment equipped with the most modern work equipment, attractive financial benefits as well as satisfaction and security in a international, healthy and expanding company.

Last but not least, we have a motivated team of colleagues, which will facilitate your training and development.

Interested? Then we look forward to receiving your complete application stating your salary expectations and the earliest possible start date.

Please visit

www.rapidshape.de/career

to apply directly to us through our website.

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