



The internationally operating company brand **Polytype Converting®** is known for high-end coating technologies and equipment for surface finishing of a wide range of flexible films and papers. OLBRICH GmbH, headquartered in Bocholt (D), operates in more than 40 market segments together with its **Polytype Converting®** brand, which has additional locations in Hamburg (D) and Fribourg (CH). Within the group, we take advantage of a worldwide network of representatives and partner companies. As a leading technology provider in our segments, the OLBRICH Group develops holistic solutions that meet our customers' requirements in terms of quality, productivity and optimized product costs.

For our location in Fribourg we are immediately looking for a

Sales Manager (m/w/d)

Your Tasks

- Sales responsibility for a defined sector
- Acquisition of new customers and expansion of existing customer relationships
- Developing new markets in cooperation with the Group-wide Business Development Organization
- Process-technical and machine-technical customer advice
- Preparation and elaboration of quotations as well as contract and award negotiation
- Participation in international trade fairs and conferences as well as presentation of the product portfolio
- Support of customer-specific trials and tests on our pilot machines
- Responsibility of the turnover budgets in the responsibility sector
- Conducting market and competition analyses

Your Profile

- Degree in mechanical engineering with a focus on mechanical or plant engineering or process engineering and/or industrial engineering or comparable technical training
- 5 years of professional experience in the sales of machines or plants in the same or similar position, preferably in the field of Converting
- Entrepreneurial and goal-oriented action
- Confident and communicative appearance
- Business fluent French and English, other languages such as Italian and Spanish an advantage
- Fun with international travel activities
- Good knowledge of MS-Office

You can expect a diversified field of tasks with a wide range of design and development opportunities. We look forward to receiving your application documents, stating your earliest possible starting date and your salary expectations. Please send your application in PDF format and combine all documents in one file.