

## Sales Manager / Game Changer

A sports floor made of glass? How can that even work?

At ASB GlassFloor we are proud to bring the most modern sports flooring system on the market to the world of sports by combining an aluminium subconstruction, specially treated glass panels and LED technology.

ASB, founded in 1965 in Bavaria, Germany, is known for its leading and ground-breaking innovations and sustainable design. We focus on multi-functionality and have a zero-compromise approach to what we build.

Examples of ASB GlassFloors can be seen at Oxford University's "Acer Nethercott Sports Hall", the "BallSportARENA" Dresden, the "OYM" competence centre for elite sports and many other high-end athletic facilities. The international market is growing fast - and that is why we need you.

## Job Summary

Are you ready to drive a revolution and achieve true change for the better?

We are looking for a self-motivated international sales manager, who within his assigned territory will allocate, qualify and drive his own sales opportunities, working with international ASB sales partners as well as dealing with clients, architects and specifiers directly.

As an integral part of our sales team you will:

- Freely find, qualify and drive sales opportunities
- Manage, support and motivate your assigned international sales partners
- Be involved in global sports events
- Negotiate with clients of all kinds
- Deal with international sports federations
- Handle large 7-digit contracts internationally
- Analyse and evaluate new sales partners when we access new markets
- Evaluate and directly shape the activities of the marketing department
- Report the sales pipeline and activities to the sales director

A professional technical department as well as contract managers are available to support you in your role. The sales team works closely with the managing director and drives strategic decision making in the organisation.

## Profile:

- As our new sales manager you will be self-motivated, confident and analytical.
- You are someone with a real 'Can Do' attitude, not afraid to roll up their sleeves, with an ability to work and deliver results at pace.
- You will be driven by success and enjoy working in an entrepreneurial and fast-paced working environment.
- You will be happy to travel extensively at times.
- You are a true team player, since ASB has a very social working environment and close collaboration across all teams is encouraged.

We know that diverse teams make better teams and we are an equal opportunity employer who values diversity and inclusivity. We do not discriminate on the basis of gender, race, age, sexual orientation, colour, religion, national origin, disability status or marital status.

# ASB BABINSKY

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If you see yourself in this vacancy, please send your application to [bewerbung@asbglassfloor.com](mailto:bewerbung@asbglassfloor.com) - we look forward to hearing from you!