



# Sales Manager South Germany

Interested in this job?  
You can apply until 13 march

## Job description

As **Sales Manager**, you are responsible for expanding, structuring and optimizing the dealer network within Southern Germany. You combine strategic insight with strong commercial drive and translate market insights into sustainable partnerships and growth. You report directly to the Chief Commercial Officer.

## Your responsibilities

- Actively identifying, recruiting and developing new dealers, distributors and strategic partners within Southern Germany.
- Building and maintaining strong, long-term customer and partner relationships.
- Developing and implementing a strategic sales plan in collaboration with the Chief Commercial Officer, including budgets, forecasts and follow-up.
- Developing and executing effective sales strategies with concrete short- and long-term actions.
- Setting up and optimizing dealer programs, margin structures, incentives and cooperation agreements.
- Supporting dealers with training, marketing support and commercial tools to maximize their performance.
- Monitoring dealer performance, KPIs, targets and territories, and adjusting where necessary.
- Conducting market and competitor analyses, identifying trends, opportunities and potential acquisition targets.
- Streamlining sales processes, quotations and contractual agreements, and safeguarding administrative structures.
- Representing the organization at trade fairs, conferences and networking events.

## Your profile

- Strong commercial and interpersonal skills with experience in B2B sales and partner development.
- At least an initial commercial experience in the same or a similar sector.
- Strategic mindset combined with a hands-on mentality.
- Familiar with CRM and ERP systems and Microsoft Office.
- You are preferably based in the Southern Germany region.
- Fluent in German and English.

## Skills

- Strong commercial insight and the ability to identify market opportunities
- Persuasive communication skills
- Result-oriented mindset
- Ability to work independently
- Entrepreneurial mindset



## e-power®: the power of energy solutions

**e-power** is the largest Benelux manufacturer of small and medium-sized power generators. Two core values form the foundation of our success: a continuous focus on customer satisfaction and the delivery of top quality.

Customers recognize **e-power** as the reference for quality in power solutions. We design and manufacture our generators in Nieuwerkerken, Limburg, and supply them to more than 60 countries worldwide through international B2B partners. **e-power** is strongly committed to environmentally friendly solutions, such as hydrogen, laying the foundation for a sustainable generator market.

## Your working environment

At **e-power**, you will be immersed from day one in a dynamic working environment where you help build innovative power solutions, where team spirit is central under the hashtag #wepower, and where commitment and initiative are truly valued.

## Your benefits

As an employer, **e-power** invests in your personal development and well-being, both on and off the job.

- You can follow training courses that help you grow in your role and within our company.
- You work in a 40-hour system, entitling you to 32 days of annual leave.
- You benefit from flexible working hours.
- You can work from home one day per week.
- At the office, you are treated to fresh fruit, a warm bowl of soup in winter, and occasionally ice cream, fries or other treats to enjoy together with your colleagues.
- At least once a year, a #wepower party is on the agenda!

In addition, we offer job security, a competitive salary and various extra-legal benefits such as meal vouchers, expense reimbursement and DKV hospitalization insurance.



Send your CV to [hr@e-powerinternational.com](mailto:hr@e-powerinternational.com)