



Calvatis Group distributes under the internationally known brand name CALGONIT detergents and disinfectants designed for industrial applications. With production facilities and sales offices as well as a highly developed network of trading partners, Calvatis group guarantees a professional partnership for their customers around the world.



Calvatis - motivated, competent, and passionate employees who together make the company's success possible. Whatever we do, we want to do it better than anyone else; for this we need the best team in the industry.

To build & support our sales organization in the UK we are looking for a

Sales Manager (m/f/d) full-time

Your responsibilities:

- Acquisition of new clients
- Lead conversion from numerous marketing channels
- Creating a short- and long-term sales plan with the intention of achieving
- Consistently meet revenue goals in accordance with team/organizational goals
- Actively looking for possibilities to upsell and cross-sell to existing customers
- Obtaining referrals from the current clientele to widen the sales pipeline
- Management of customer relationships: customer oriented, making customers and their needs a primary focus
- Recognize customer needs and provide insights for improving the product portfolio based on interactions with and feedback from customers
- Management of key accounts
- Reporting and operations: building the national team
- Overseeing pre- to post-sales support and guaranteeing the greatest level of customer satisfaction

Your profile:

- Experience in the Food and Beverage (hygiene) industry
- "Hands on" mentality, solution driven with excellent social and persuasive skills
- Several years of professional experience/Food technology or chemical university graduate is a must
- Industry and some chemical product knowledge (cleaning and disinfection)
- Abilities to set sales goals & quotas, build a sales plan und analyze data, previous sales experience sales highly desired
- Fluent in English (speaking and writing)
- Fluent in working with MS-office
- Driving license B

Personal requirements:

- Friendly and courteous appearance
- Independent time/appointment management
- Quick learner, structured work
- Reliability, resilience, and flexibility
- Teamwork and communication skills
- Driver license

We offer you:

- Appropriate compensation
- A long-ranging employment
- Career advancement with further education opportunities
- Pleasant working environment with flat hierarchies and short decision

Do you see your professional future in a successful and dynamic organization, and would you like to make a difference in a small team? Then send us your application, including a cover letter, CV and certificates and your earliest start date and salary expectations to jobs@calvatis.com