



Head of Business Unit Sales (m/f/x)

Location: Haren

Working Hours: Full-time employee

1,600 employees in 18 locations around the world with a fleet of 60,000+ circulating containers. Since ELA's establishment in 1972, our business has continuously been expanding, we are specialists in mobile room solutions. Our family-run company based in Haren (Ems), Germany, is growing at a fast pace and we are actively looking for qualified and dedicated team players to join us locally, internationally and beyond.

Are you passionate about sales, growth, and corporate responsibility? Perfect! Because at ELA Container Sales International GmbH—a company within the ELA Group—we are currently seeking a Head of Business Unit Sales International (m/f/x) to help us drive the future of our international sales business. In this key role, you will assume overall strategic and operational responsibility for the international sales operations of ELA Container Sales International GmbH—including profit responsibility, KPI-based management, and leading a high-performing sales organization. A central focus will be on further expanding our international focus markets.

With your keen sense of the market, competition, and customer needs, you will significantly increase revenue in international container sales and further establish ELA Container Sales International GmbH as a strong partner in both new and existing markets.

Does this sound like your next challenge? Then we should get to know each other! At ELA Container, you can expect exciting tasks, genuine opportunities for growth, and a strong team with our down-to-earth “Moin” culture.

Your Future Role

- + Overall strategic and operational responsibility for ELA Container Sales International GmbH, including responsibility for results and management
- + Development and implementation of an effective sales strategy, including action plans for sustainable growth of the business unit (focus: increasing container sales)
- + Expansion and scaling of our international focus markets, including derivation and implementation of market-specific go-to-market and sales measures
- + Management of sales targets (revenue, growth, market share, performance standards)

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and translation into country-specific target and action plans

- + Responsibility for budget, sales, and forecast planning, including regular coordination and presentation to management
- + KPI-based performance management and continuous analysis of market and competitive developments to identify business opportunities
- + Establishing and maintaining long-term customer relationships and actively contributing customer and market insights to further develop the product range
- + Close cross-functional cooperation with company divisions such as marketing, production, and production management
- + Leading and developing the sales organization through clear target agreements, presence, coaching, and open communication

What Your Bring to the Team

- + Successfully completed degree in business administration, engineering, or comparable qualification
- + Several years of professional experience in a management position with a focus on international sales, ideally in the field of modular construction/construction industry
- + Good knowledge of industry-relevant requirements and structures as well as experience in international sales of products requiring explanation desirable
- + Strong communication and negotiation skills
- + Business fluent German and English, both written and spoken
- + Willingness to travel internationally
- + Knowledge of Salesforce and/or SAP desirable

What you can expect from us

- + We will organize an **extensive training program** for you at our headquarters in Haren (Ems) so that you can get to know the entire company, our products, and our colleagues
- + We will provide you with a **company car**, which you may also use privately
- + You will receive a **company cell phone, laptop, and other technical equipment** that you need for mobile working and can also use privately
- + Our **company fitness offer**: Thousands of gyms, swimming pools, etc. are available to you for only €30 per month throughout Germany and, in some cases, also digitally without restriction
- + We offer you an attractive **bike leasing** program
- + You will receive **attractive discount offers** from over 1,500 brands in all relevant areas of life on the ELA Corporate Benefits portal
- + We take care of your **company pension plan** and offer capital-forming benefits
- + We offer you **company health insurance**
- + At ELA, you can expect a **varied job** in a global company, an uncomplicated working environment, and plenty of opportunities to contribute your own ideas

How You can apply

Please send your documents via our career website <https://career.ela-container.com> or via email career@ela-container.com including your CV, your essential certificates and qualifications, as well as a few lines about yourself and why we fit. We would then like to meet and have a personal conversation with you. We look forward to hear from you!

Any questions?

Contact us via email or WhatsApp/text message on +49 1511 9539616.