



ela[container]

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

Location: Haren

Working Hours: Full-time employee

1,400 employees in 24 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? Then join us as **Head of Business Unit Rental (m/f/x)** and help shape the future of our rental business. In this key role, you will assume overall strategic and operational responsibility for the national sales of ELA Container Rental GmbH, including responsibility for results and management of a high-performing sales organization. You will report directly to two national sales managers for North & South, who in turn manage five regional sales managers and their teams.

With your keen sense of the market, competition, and customer needs, you will develop a clear sales strategy, derive effective regional measures from it, and consistently manage performance using KPIs.

Does this sound like your next challenge? Then let's get to know each other! At ELA Container, you can expect exciting tasks, real development opportunities, and a strong team with our uncomplicated "Moin" culture.

Your Future Role

- + Strategische und operative Gesamtverantwortung für den nationalen Vertrieb der ELA Container Rental GmbH inkl. Ergebnis- und Führungsverantwortung
- + Entwicklung und Umsetzung einer leistungsfähigen Vertriebsstrategie inkl. Maßnahmenplänen für nachhaltiges Wachstum der Business Unit
- + Steuerung der Vertriebsziele (Umsatz, Wachstum, Marktanteil, Performance-Standards) und Übersetzung in klare regionale Ziel- und Maßnahmenpläne
- + KPI-basiertes Performance-Management sowie kontinuierliche Analyse von Markt- und Wettbewerbsentwicklungen zur Identifikation von Geschäftschancen
- + Verantwortung für Budget-, Vertriebs- und Forecast-Planung inkl. regelmäßiger Abstimmung und Präsentation gegenüber der Geschäftsführung
- + Aufbau und Pflege langfristiger Kundenbeziehungen sowie aktives Einbringen von

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Kunden- und Marktpulsen zur Weiterentwicklung des Angebots

- + Enge cross-funktionale Zusammenarbeit, insbesondere mit Unternehmensbereichen wie z. B. Marketing, Produktion und Produktionsmanagement, zur Entwicklung kundenzentrierter Lösungen
- + Führung und Weiterentwicklung der Vertriebsorganisation durch klare Zielvereinbarungen, Präsenz, Coaching und offene Kommunikation

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 sales, ideally in the field of modular construction/construction industry
- + Good knowledge of industry-relevant requirements and structures as well as experience in selling products that require explanation is desirable
- + Strong communication and negotiation skills
- + Business fluent German and English, both written and spoken
- + Willingness to travel nationally
- + 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.