



Area Sales Manager - Area Dortmund / Essen / Bochum (m/f/x)

Location: Dortmund

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.

Do you have a knack for consulting, enjoy direct customer contact and love conquering new markets? Then we are looking for you as a **Area Sales Manager (m/f/x)** for the Dortmund / Essen / Bochum region (zip code areas 44,45,58,59). With your flair for individual customer needs and clever negotiating skills, you will build and develop relationships and decisively advance our business in the sale of mobile space solutions in container construction.

You are a person with your own personal profile of qualifications, talents and desires. And we are not like any other company. We offer exciting tasks, opportunities for further development and a relaxed, friendly culture. Interested? Then we should get to know each other better!

Your Future Role

- + Sales of mobile room solutions in container design
- + Independent support and advice for existing customer relationships, including technical advice
- + Acquiring new customers from various sectors and expanding our market position
- + Conducting price and condition negotiations
- + Active and continuous market observation and preparation of market and competition analyses

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[Video Application](#)

What You Bring to the Team

- + Successfully completed studies in the field of economics, business administration, industrial engineering, further training as a construction technician (m/f/x) or a comparable qualification
- + First professional experience in sales as Account Manager, Business Development Manager (m/f/x) or similar, ideally in the field of modular construction or in the

construction industry desirable

- + High level of customer orientation as well as independent and solution-oriented approach to work
- + Willingness to travel 3-4 days / week in the region to be supported
- + Ability to work in a team and strong communication skills
- + Very good written and spoken German and English skills
- + Experience in working with Microsoft NAV, Salesforce or SAP desirable

What you can expect from us

- + Once ELA, always ELA. When you join our company, we want you to be a key member of the team, which is why we'll offer you a **permanent contract**
- + We organize an **extensive onboarding program** for you at our headquarters in Haren (Ems), so that you can get to know the entire company, our products, and our employees
- + We offer you **flexible working hours** and the opportunity to work from home – if you're not at the client's location
- + We'll provide you with a **company phone (iPhone)**, which you can also use for private purposes
- + We'll provide you with a company phone, **company laptop**, and other technical equipment that you'll need to work remotely and can use for private purposes
- + We'll provide you with a **company car**, which you can also use for private purposes
- + We consider your driving time to the client's location to be working time
- + Our **company fitness program**: for just €25 a month, you can have access to thousands of gyms, swimming pools, and more throughout Germany, including unrestricted digital access
- + The ELA **Corporate Benefits** portal offers attractive discounts on more than 1,500 brands from all relevant areas of life
- + We'd like for you to continue developing, which is why we support your **personal development** with a tailored range of options
- + We want you to be optimistic about the future, which is why we support you with our **company retirement plans** and capital-forming benefits for your financial security
- + With us, you can expect **flat hierarchies** and short decision-making processes

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.