



Area Sales Manager - Area Kassel (m/f/x)

Location: Kassel

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 a true networker who loves to inspire customers? Then we are looking for you as an **Area Sales Manager (m/f/x)** for the **Kassel region** (ZIP area 34-37). With your keen sense of customer needs and innovative sales strategies, you make a real difference – and together, we'll drive success forward

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.