



Regional Sales Manager UK (m/f/x)

Location: Manchester

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.

We are currently looking for a Regional Sales Manager (m/f/x) for the UK. The United Kingdom, one of our newest markets, is still developing, and we are looking for employees who can contribute to our journey in the UK.

Accepting a job at ELA Container UK makes you a pioneer. We know you are a person who thrives in the environment of new development and loves to challenge the status quo. In the United Kingdom, you will form your own sales strategy, your line of focus and manage the day-to-day business. You report directly to the Country Manager UK & Ireland for quick and agile decisions. Together as a team we create new market opportunities for ELA Container.

Do you want to do more than just manage sales - do you want to strategically drive an entire region forward? Then take on responsibility for a team, clients, and results at our location in the United Kingdom - with plenty of creative freedom and direct influence on the English market. Here, you can build customer relationships, win projects, and deliver tangible sales success. This is a role for go-getters (m/f/x) with technical expertise and strong negotiation skills.

Interested? Then we should get to know each other. For more information, please contact our local colleague, Sophia Faßbender (Country Manager UK) by email at Sophia.Fassbender@ela-container.co.uk or by mobile phone on +44 7741 029744.

In this role, your day will look something like this

- + Management and development of the UK Area Sales Management team
- + Acquiring new clients from various industries and identifying additional growth opportunities
- + Full responsibility for revenue and earnings for our clients in the UK market
- + Support incl. technical advice for the existing customer base in England
- + Conducting price negotiations
- + Participate in public/private procurement
- + Sales research

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- + Active and continuous market observation as well as preparation of market and competition analyses
- + Close collaboration with our headquarters in Haren (Ems), Germany, and the opportunity to help shape and actively drive existing business and new markets in the United Kingdom

Your skill set, capabilities and previous experience

- + Completed studies in the field of economics, business administration, industrial engineering, further training as a construction technician (m/f/x) or a comparable qualification
- + Several years of professional experience in sales (e.g. as Area Sales Manager, Account Manager, Business Development Manager) of an industrial, construction or modular company. Experience within rental modular room solutions are preferred, but not mandatory
- + Professional experience in public affairs and procurement is desired, but not mandatory
- + Experience in actively approaching customers/cold calling as well as experience in business-to-business sales
- + Experience with Microsoft NAV, Salesforce, or SAP is preferred

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'd like for you to continue **developing**, which is why we support your personal development with a tailored range of options
- + We offer you **flexible working hours** and the opportunity to work flextime
- + Expand your network at our regular **employee events**
- + We'll provide you with a **company phone** (iPhone), which you can also use for private purposes
- + With us, you can expect **flat hierarchies** and short decision-making processes
- + We'll provide you with a **company car**, which you can also use for private purposes
- + ELA offers you a **diverse range of activities** at a global company, informal interaction with one another, and a whole host of opportunities to incorporate your own ideas
- + With us, you'll have flexible working hours and work on a **flex-time** schedule
- + 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
- + With us, your **travel time** to the customer counts as **work time**
- + 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

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 (kevin.dietrich@container.de) or WhatsApp/text message on +49 1703778030