

Area Sales Manager Midlands (m/f/x)

Location: Birmingham
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 an Area Sales Manager (m/f/x) for the Midlands region. ELA Container is rapidly growing. The UK, one of our newest markets, is under development and we are looking for assets that can contribute to our journey here.

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 your area of sales, you will form your own sales strategy, your line of focus and manage the day-to-day business. You report directly to the National Sales Manager for quick and agile decisions. Together as a team we create new market opportunities for ELA Container.

If you‘re an individual with an outgoing personality, qualifications, talents and desires, then we should get to know each other better. We are not like any other company, as we offer exciting jobs, opportunities and look to help you develop further in an easy going work environment.

Interested? Then we should get to know each other.

In this role, your day will look something like this

- Sales and rental of modular solutions
- Acquisition of new clients
- Single point of contact - You own the relationship from enquiry to the end of project
- Support incl. technical advice for the existing customer base in the Midlands region (Birmingham, Leicester etc.) in England
- Conducting price negotiations
- Participate in public/private procurement
- Sales research
- Active and continuous market observation as well as preparation of market and competition analyses

Apply Online

Video Application

- Support further development of the sales strategy for the UK

Your skill set, capabilities and previous experience

- 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
- 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 desired, 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
- High customer orientation as well as independent and solution-oriented way of working
- Interest in technical systems and strong negotiation skills are a prerequisite
- Independent
- Networking skills
- Social and out-going

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
- We offer you flexible working hours and the opportunity to work from home – **if you're not at the client's location**
- 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
- There's no need to part ways with your four-legged friend at ELA, as you can simply bring your **dog** with you into the office if the situation allows
- 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