



Area Sales Manager - Hannover / Celle (m/f/x)

Location: Hanover

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.

Do you enjoy being on the go, advising customers, and developing new business opportunities? Then you've come to the right place! To support the sales of our mobile modular space solutions, we are seeking a dedicated **Area Sales Manager (m/f/x) for the Hanover/Celle region** (ZIP codes 29-31 & 38) to manage our existing customers, acquire new clients, and actively expand our market position. You'll provide expert advice to our customers, negotiate prices and terms, and keep an eye out for new opportunities by monitoring the market and competition.

You are a person with your own unique profile of qualifications, talents, and aspirations. With us, you can expect exciting sales challenges, plenty of creative freedom, and an open, down-to-earth "Moin" culture. Sound exciting? Then we look forward to getting to know you!

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

- + We want to offer you long-term career prospects—which is why we'll provide you with a **permanent employment contract**
- + We'll organize a **comprehensive onboarding program** for you at our headquarters in Haren (Ems) so you can get to know the entire company, our products, and our colleagues
- + You'll have **flexible working hours**, and when you're not on-site with a client, you'll work from home
- + We'll provide you with a **company cell phone** (iPhone) that you're also allowed to use for personal purposes
- + We'll provide you with a company cell phone, a company laptop, and other **technical equipment** you need for mobile work, which you can also use for personal purposes
- + We'll provide you with a **company car** that you're also allowed to use for personal purposes
- + We offer you an attractive **bike leasing program**
- + Your **travel time to clients counts as work time**
- + We take care of your **company pension plan** and offer you capital-forming benefits
- + We offer you **company health insurance**
- + Our **corporate fitness program**: Thousands of gyms, swimming pools, and more are available to you throughout Germany—and in some cases digitally—for just €30 a month with unlimited access
- + Through the ELA **Corporate Benefits** portal, you'll receive attractive discounts from over 1,500 brands across all relevant areas of life

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.