



Regional Sales Manager Bavaria (m/f/x)

Location: Moosburg

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're continuing to grow! That's why we're looking for a Regional Sales Manager for Bavaria (m/f/x) to lead, support and develop the sales team in the South-East region (postcode areas 90–97, 82–87, 89).

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 the team, customers and results at our Moosburg site – with plenty of creative freedom and direct influence on the Bavarian market. Here, you can build customer relationships, win projects and deliver tangible sales success. This is a role for hands-on characters (m/f/x) with technical understanding and strong negotiation skills.

Your Future Role

- + Management of the South-East Germany sales team (17 staff, comprising office-based and field staff, as well as the project management team (m/f/x))
- + Support in securing projects and clients
- + Strategic and sustainable expansion of the business in this region
- + Full responsibility for turnover and profit for our customers in the Bavarian market
- + Development and promotion of long-term, trusting and sustainable customer relationships
- + Supporting regional field staff in price and contract negotiations with customers (m/f/x)
- + Collaboration and coordination with other ELA specialist departments, such as Production, Controlling and CAD

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What You Bring to the Team

- + Successfully completed business or technical studies (Bachelor/Master), e.g. in the

- field of (industrial) engineering, sales, marketing or comparable qualification
- + At least 3-5 years of professional experience as a key account manager, sales manager or similar, preferably in the field of modular construction, preferably with management responsibility (m/f/x)
 - + Strong technical expertise and very good negotiating skills
 - + Willingness to travel approx. 60% of the time within the region you will be covering
 - + Based near Moosburg, as part of your team works at the site in 85368 Moosburg
 - + Excellent written and spoken German and English
 - + Ideally knowledge of Microsoft Dynamics Navision or SAP as well as Salesforce

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'll provide you with a **company car**, which you can also use for private purposes
- + We'll provide you with a **company phone (iPhone)**, which you can also use for private purposes
- + 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, company laptop, and other **technical equipment** that you'll need to work remotely and can use for private purposes.
- + We offer you **flexible working hours** and the opportunity to work flextime
- + We offer an attractive **bike leasing** scheme
- + We offer a company **health insurance** scheme
- + 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.
- + Expand your network at our regular **employee events**
- + 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.

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.