

## Sales Director (m/f/d)

Permanent position, starting as soon as possible.

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Bei MUEGGE ist alles Energie: Plasmasysteme, die Diamanten im Labor wachsen lassen. Mikrowellengeneratoren und Plasmaquellen, die die Zukunft von grünem Wasserstoff mitgestalten. Unsere Komponenten und Systeme unterstützen unter anderem Innovationen in der Lebensmittel- und Halbleiterindustrie, Lab-Grown-Diamonds- und Power-to-X-Anwendungen. *Wollen Sie ein Teil des Teams sein, das die Zukunft beschleunigt?*

In unserer kollegialen Atmosphäre spielt jedes Molekül eine Rolle: Wir setzen auf Ideen, gemeinsamen Austausch und tatkräftige Unterstützung in einem familiären Umfeld. *Ein Arbeitsplatz, der Ihnen Energie gibt, jeden Tag - let's bring power to your career.*



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## YOUR RESPONSIBILITIES

- **Sales Management:** Lead the sales process from prospecting to closing deals, ensuring high customer satisfaction. Lead, inspire and manage the sales team, channeling sales actions, providing guidance, support, and training to achieve and exceed sales objectives. Develop and deliver compelling presentations and proposals to potential clients.
- **Gross Margin Management:** Monitor and analyze sales performance metrics to ensure profitability and sustainable growth. Develop pricing strategies and optimize product mix to maximize gross margins. Collaborate with finance and operations teams to manage cost structures and enhance profitability.
- **Demand Planning Management:** Oversee demand planning processes to ensure accurate forecasting and inventory management. Work closely with planning and logistic department to align sales forecasts with production capabilities. Utilize data-driven insights to adjust sales strategies and demand forecasts as needed.
- **Business Development:** Develop and implement strategic sales plans to achieve company targets. Build and maintain strong relationships with key stakeholders
- **Market Analysis:** Conduct market research to identify trends, competitor activities, and customer needs. Provide insights and recommendations to the executive team to refine business strategies. Monitor industry developments and adapt sales strategies accordingly.
- **Collaboration:** Work closely with the marketing, product, and technical teams to align sales efforts with overall company goals. Coordinate with the internal team to ensure seamless project execution and delivery. Foster a collaborative and high-performance culture within the sales team.
- **Reporting and Forecasting:** Prepare regular sales reports and forecasts for senior management. Track and analyze key performance metrics to optimize sales performance. Ensure compliance with company policies and industry regulations.

## YOUR PROFILE

- Bachelor's degree in business administration, Engineering, or a related field. MBA or advanced degree preferred.
- Extensive experience in sales, business development.
- Proven track record of achieving sales targets and driving business growth.
- Strong leadership and team management skills.
- Excellent communication, negotiation, and presentation skills in English and German.
- Ability to build and maintain strong relationships with clients and stakeholders.
- Strategic thinker with strong analytical and problem-solving abilities.
- Self-motivated, results-oriented, and able to work independently or with a team.
- Open-minded, adaptable to a fast-paced and constantly evolving industry environment.
- Used to work in cross-cultural environment

## OUR OFFER

We offer you exciting and challenging tasks in a successful, medium-sized company with cutting-edge technologies. You can expect a dynamic work environment in a friendly team and diverse opportunities for personal and professional development as well as long-term prospects. In addition to an attractive salary, we also provide comprehensive benefits such as:

- A challenging position in a market-leading high tech company.
- The chance to work in a global team with an international vision.
- A promising career development within our fast-growing organization.
- Colleagues who are as smart, supportive, hardworking, and driven as you.
- A competitive salary with a success-based variable, additional benefits, and other attractive perks.
- Corporate discounts

## APPLY NOW

Kindly send us your CV in english in PDF format, including your earliest possible start date and salary expectations, to:

[bewerbung@muegge.de](mailto:bewerbung@muegge.de)

