WE are KOMET:
We are a family-owned, modern business with an exceptional company culture. As a competent and reliable partner, we help our customers to get the ideal irrigation - with highest efficiency and maximum protection of resources. Join our team and be part of the success story.
Find more information on our website www.kometirrigation.com

For the closest possible entry, we are looking for:

REGIONAL SALES MANAGER EUROPE

Growing interest and acceptance around the world allow us to strengthen our international sales team. As regional sales manager for Europe you are responsible for the existing as well as potential customer base in the mechanized irrigation business in whole Europe. Extensive strategic, technical and sales abilities should count to your repertoire, as well as enhanced language skills.

Responsibilities:
• Establish sales strategies together with CSO International for the European market
• Attend to existing customers in the mechanized irrigation business and maintain/improve the business relationship
• Support customers in all matters related to water application, technical questions, training and service
• Identify and acquire new customers
• Identify potential chances and possible barriers and establish strategies to overcome them
• Understand market requirements and help in developing suitable solutions (product and approach wise)
• Support the CSO International in marketing activities and market analyses
• Consequent use of required CRM and reporting system
• Regular reporting and communication of progress to headquarter

Requirements:
• Ideally extensive experience in the mechanized irrigation business, other irrigation businesses, agronomics, hydraulics, or likewise
• Several years of work experience in the irrigation sector (preferred pivot and/or traveller irrigation)
• Comprehensive knowledge in marketing and sales
• Ideally Certified Irrigation Designer (CID) degree or the willingness to acquire it
• Language requirements: very good English (spoken and written), Spanish, French, ideally Italian
• High team orientation
• Strong motivation and commitment
• High social and communicative competences and intercultural knowledge and adaptability
• High willingness to travel

We offer:
• A varied and challenging work in a strongly growing company
• Working in a team of very knowledgeable and committed people
• An exceptional working climate

Be part of the success story and send your complete résumé with picture to jobs@kometirrigation.com.

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