

We are busy! Do you want to be a part of our success?
Nilfisk FOOD seeks an all-round

Business Development Manager (f/m),

with a distinct sales gene who wants to help consolidate and expand our position as market leader within low-pressure cleaning on the German Market.

Our mantra is "leading performance" on all parameters. In practice this means that we are not satisfied by being largest and best. Continually, Nilfisk FOOD focuses on adding extra value to the customer. If your own personal working life vision matches our mantra, we are looking forward to receiving your application.



Referenznummer:
NA-2017-049

About Nilfisk FOOD

Nilfisk FOOD is the markets leading manufacturer of professional low pressure cleaning equipment.

We develop, produce and sell cleaning equipment primarily within the pressure area of 40 bars. Our expertise is how to combine water pressure, compressed air and chemical products in order to create the perfect hygiene solution – an all in ONE cleaning process from pre-rinse to sanitising. The target customers for our products are the food industry and related industries.

We are approx. 40 employees in Aalborg. In the market we are known for our quality, innovation and development of products in close cooperation with our customers. At the same time our employees are very committed and allowed to develop both personally and professionally.

Nilfisk FOOD is part of the Nilfisk Group (www.nilfisk.com). Nilfisk is a global and 100 % Danish owned company with a main office located in Brøndby, manufacturing facilities in 6 countries, sales entities in 45 countries and distributors in 70 countries.

We are approx. 5.600 employees and we are among the world's leading manufacturers of equipment for professional cleaning. Our 2016 turnover reached 1.059 million Euro. Nilfisk is part of the NKT Group.

Key tasks

- Responsible for developing the business in Germany together with Ecolab
- Responsible for implementing the decided strategies and action plans for the region
- Drive a positive development of sales and contribution in the region
- Establish, maintain and develop good and long lasting customer relations
- Establish a new distribution channel through Contract Cleaners and selected OEM customers
- Ensure optimal market penetration, by active support and training of Ecolab and selected key accounts
- Ensure the achievement of sales and contribution targets, by investigating and addressing new customer groups and ongoing market and competitor surveillance

Experience and qualifications

- Technical education or engineer
- Minimum 5 years of experience from B-t-B technical sales/service
- Experience from equipment sales or service to the Food & Beverage market
- Experienced PC user (Microsoft Office; SAP)
- Fluency in oral and written English and German
- Good communicator and motivator
- Flexible
- Persistent and decisive
- High drive
- Self going
- Willing to travel in the region

We offer

An exciting job in a growing and globally oriented company.

A company characterised by keywords like openness and respect.

You will be part of an informal, professional and at times hectic environment.

- A high amount of independence with Home Office and reference point in Aalborg (Denmark) and Bellenberg (Bavaria)
- Focus on professional and personal development
- Salary according to qualifications
- Internal and external training
- State-of-the-art work equipment and a neutral corporate vehicle for private use

Further information and how to apply:

For further information please contact Sales & Marketing Director Torben Ginge, tel. +45 29 69 51 06.

If you are interested please send us your application including your salary requirements and your availability.

To apply please click [here](#).

Nilfisk GmbH

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