



Sales manager for airport boarding vehicles for Central and Northern Europe

Bulmor is a premium manufacturer of sideloaders and customized lift trucks for intralogistics. Bulmor's machines handle long and heavy goods in different industry sectors and are also used for transport and boarding of passengers at airports. An innovative, motivated and flexible team develops and builds customized lift trucks and boarding solutions for the international air travel market. We are looking for a new team member with affiliation in Austria.

Your tasks

- Acquisition of new clients and support of existing customers; internationally, in particular DACH region, Benelux, Scandinavia & UK
- Generation of sales leads
- Product presentations and vehicle demonstrations
- Organisation of vehicle deliveries, operator trainings and vehicle implementations at airports
- Close collaboration with our field support technicians in the after sales market
- Creation of marketing and sales concepts for our products; representation at conferences and fairs

Your profile

- Fluent in English and German, additional languages are an asset
- Cosmopolitan and prepared to travel (approx. 50%)
- Technical education/experience is an advantage, but not mandatory
- Open minded personality with talent to start international business relationships
- Entrepreneurial mindset
- Experience in customer acquisition, in particular cold calls
- "hands-on" mentality and self-driven style of working
- Team spirit

Please send your electronic application to:
Frau Katrin Bindreiter, K.Bindreiter@bulmor.com

We look forward to meeting you!

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Visit our webpages: www.bulmor-airground.com and www.bulmor.com