



**POSITION TITLE:** Sales Director

**LOCATION:** Germany

### **Sales Director HVAC/APC Global (m/w/d)**

We are looking for a **Sales Director** (m/w/d) to join our great team in Feldkirchen-Westerham, Germany. The individual will work closely with segment Product Management and Filtration MarCom to support new product development, margin enhancement, product promotion, and segment expansion efforts.

The Sales Director (m/w/d) will be responsible for Global sales growth and profitability of the HVAC/APC Filtration market segment. Serves as team leader for the segment primary North American and EMEA Sales teams, with dotted line responsibility to the APAC commercial team.

#### **Primary Responsibilities:**

- Develops and implements strategic sales plans to accommodate corporate goals.
- Manages account assignments within the segment to optimize customer support and growth.
- Maintains corporate-level responsibility for selecting key/global accounts and comprehensive sales support for selecting strategic accounts as needed.
- Provides support/direction for accounts assigned to other BU Filtration segments with existing sales or sales potential within the assigned segment.
- Reviews global market analyses to determine customer needs, price schedules, and discount programs; forecasts sales activities and assists in setting performance goals accordingly.
- Coordinate with MarCom in the development of promotional efforts, including Trade Shows, point-of-sale materials, and all other (TBD).
- Prepares periodic sales reports showing sales volume, potential sales, and areas of proposed expansion.
- Negotiates customer supply agreements within assigned authority levels; advises segment General Manager on contract needs outside of assigned authority levels.
- Additional duties as assigned.



### **Required Skills and Qualifications:**

- Bachelor's degree (B. A.) preferably in Sales and/or Marketing from four-year college or university. MBA preferred.
- Fluent English
- Experience of 7 more years in sales, marketing, product management, and/or business development & development and/or quality with a proven record of increasing responsibility and achievement is a must.
- Experience and know-how in the HVAC/APC/air filtration industry.
- Sales leadership, product line leadership, or senior sales experience are required.
- Must possess skills in areas such as leadership, organization, analysis, planning, customer services, human resource development, legal, and logistics.
- Strong interpersonal skills and excellent verbal and written communication skills are required.

### **Contact details:**

We are looking forward to your application in English language. Please send your application documents to: [mkierznikiewicz@swmintl.com](mailto:mkierznikiewicz@swmintl.com)

Your contact:                      Monika Kierznikiewicz  
Talent Acquisition Leader EMEA

**Note:** The above statements are not intended to be construed as an exhaustive list of all responsibilities, duties, and skills required of this position. These may also evolve or expand over time to meet the needs of the business.