

Buhler is a Swiss-based \$2.6B company. We are an internationally recognized leader in the research and development, manufacture, and distribution of capital equipment and processing systems serving both the food and non-food industry. Buhler Inc. is seeking a highly motivated professional Sales Account Manager for confectionery equipment for North America.

Sales Account Manager – Consumer Foods Confectionery Equipment

Plymouth, MN

Duties:

- Achievement of the sales targets of the assigned business unit/area portfolio in the assigned market area
- Support and consulting of customers in technical, technological and business matters
- Development of customer-specific concepts and quotations with involvement of our domestic and international experts
- Maintaining key accounts
- Business development, market assessment, strategy and establishing new accounts
- Effective communication with direct report and International Sales Manager(s) of the Business Area(s)
- Travel within North America (approx. 80%), occasional international travel

Qualifications:

Strong industry, technical, and sales knowledge in the confectionery or related industries

BS in mechanical engineering or food science desired

Background in capital equipment sales.

Ability to lead cross functional teams and work independently

Goal oriented, self-driven and entrepreneurial spirit

Excellent communication and negotiation skills

Professional in use of MS Outlook, Word, PowerPoint, Excel

What we offer

International, successful company with sustainable prospects for the future

Wide technically & modern environment with interesting challenges

Professional environment with an open communication culture

Exciting development and training opportunities

Great, dynamic work environment

Competitive salary

Attractive benefits package

3 weeks vacation

401k

Contact

Bühler Inc.,

13105 12th Ave N,

Plymouth, MN 55441-4509

www.buhlergroup.com

To Apply Visit:

<https://recruitingapp-2579.umantis.com/Vacancies/1780/Application/New/2>