

We are searching for a

National Sales Manager North America (m/f)

who will expand the presence of asecos in North America (USA, Canada) region.

The role is home-office based in the New England area and requires extensive business travel domestically and internationally. Focus will be on the East Coast.

With experience and inspirational power, you will increase the demand for asecos products, by creating a strong and sustainable positioning of the Type 90 technology that applies to our products in the regional markets. Key element is creating awareness for the necessity of storage cabinets with enhanced fire performance in 21st century laboratories and workrooms. Active representation of asecos at trade fairs, seminars and conferences and taking care of our dealerships is equality important.

Other responsibilities are:

- Maintaining and increasing sales of asecos products
- Reaching the targets and goals set for your area
- Establishing, maintaining and expanding customer base
- Increasing business opportunities through various routes to market
- Developing sales strategies and setting targets
- Establishing and maintaining contact with regional industry bodies and government institutions
- Specification work on projects
- Keeping up to date with products and competitors
- Seminars and trainings in the region
- Reporting to head office

We are searching for a generalist with a 3 - 5 years' experience in sales, ideally in the occupational health & safety sector or the laboratory supply sector. Very good public speaking ability and a highly self-motivated personality are necessary. The ideal candidate has a record of accomplishment of expanding sales volume strategically and sustainably over several years. Good communication skills and relationship building ability are essential. Fluency in English is required while any other language would be a benefit, in particular German, French or Spanish.



Dynamic, Creativity, Innovation

asecos is the leading German manufacturer of highly-insulated safety storage cabinets for flammables which give the users up to 90 minutes of evacuation time in case of a fire. asecos has subsidiaries in The Netherlands, France, Spain, UK and the United States and maintains a global sales network of specialised dealers and distributors.

For more than 20 years asecos has been actively involved in International associations and working groups to develop innovative and sustainable products to meet the challenges of storing hazardous materials in 21st century laboratories and industrial facilities. asecos cabinets can be easily integrated into casework or used as free-standing storage solutions.

If you feel intrigued by this opportunity, please send your CV and a cover letter stating your motivation and experience to:

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