

Exciting jobs in the field of gear and drive technology!

More than 100 years of experience in metal working and 50 years of pioneering spirit in plastic injection molding technology - Framo Morat and F. Morat, the companies of the Franz Morat Group with headquarters in the Black Forest, have been providing drives for numerous industries for generations. With approx. 670 employees and subsidiaries in the USA, Poland, Mexico and Turkey, we generate sales of over \$ 103 million. We stand for quality, innovation and reliability and see the satisfaction of our customers as the most important task. For the strategic development of our sales activities and the successful establishment of a sales network in the USA, we are looking for a dedicated and ambitious

North American National Sales Manager (NSM)

Position summary

You will be responsible for setting, implementing and executing a successful sales strategy for a certain territory of the USA as well as build a strong team of Regional Sales Managers throughout the US. You coordinate and grow customer sales, form external sales representative & distributor relationships in your territory. You will assume the leadership role for the North American based sales team from a reporting standpoint and guide junior team members on doing the same in each region.

This position offers you the opportunity to work for a European based gear technology expert from your current geographic home-based office. The role encourages global & North American customer and intercompany travel on a regular basis. Additionally, this position offers a direct growth path that can lead to senior commercial leadership at Framo Morat, Inc.

Preferred qualifications/experience

- Self-motivating personality with a history of building strong customer relationships and a desire to grow within our leadership.
- Proven technical sales record within the motion industry and experience with channel sales.
- Solid Motion Systems/Drives/Automation market knowledge, competitive insight and proven customer contact base are essential.
- Proven leadership experience in building and maintaining a sales team.
- 1-3 years sales management within the planetary gearbox industry and working knowledge of custom gearing systems & gear boxes is a plus.
- Remote field sales experience, working independently with a proven commercial record of accomplishments.

What makes this a great opportunity?

- Assumption of a key leadership position in a growing strategic market for the Franz Morat Group.
- The chance to be a key stakeholder with a global industry leader in precision drive technologies.
- An entrepreneurial environment empowering you to own your work by leading and growing the business you are responsible for.
- A corporate culture that encourages collaboration, creativity and initiative.

You are interested?

We look forward to receiving your application documents including your salary expectations and availability via e-mail to jobs@franz-morat.com. If you have further questions, please contact Mr. Gökhan Balkis at +49 (0) 7657 88-235.