

Sales Manager – Speciality Paper (f/m/x)

ENTZHEIM - FRANCE - FULL-TIME

delfortgroup AG / Fabrikstraße 3 / 4050 Traun / Verena Prandstötter

Your responsibilities

- Develop and execute sales strategies to achieve revenue and profitability targets.
- Manage and expand relationships with existing customers while actively acquiring new accounts.
- Identify and develop new business opportunities, market segments, and applications for specialty paper products.
- Lead commercial negotiations, prepare quotations, and finalize contracts.
- Act as the primary point of contact for customers, ensuring high levels of satisfaction and responsiveness.
- Collaborate with Production, Quality, R&D, Supply Chain, and Customer Service teams to deliver tailored customer solutions.
- Monitor market trends, competitive activities, and customer requirements to identify growth opportunities.
- Prepare sales forecasts, budgets, and regular business reports.
- Participate in industry exhibitions, trade fairs, and customer visits.
- Support product development initiatives by providing market feedback and customer insights.

Your skills

- Bachelor's or Master's degree in Business Administration, Sales, Marketing, Paper Engineering, Packaging Technology, Chemical Engineering, or a related field.
- Minimum 5 years of B2B sales experience, preferably within specialty papers, packaging, paper converting, coatings, or industrial products.
- Proven track record of achieving sales growth and developing strategic customer relationships.
- Strong negotiation, communication, and presentation skills.
- Good understanding of manufacturing processes and technical customer requirements.
- Experience working in an international business environment.
- Proactive, self-motivated, and results-oriented approach.
- Ability to work independently while collaborating effectively within cross-functional teams.
- Fluent in French and English (mandatory). Additional European languages are considered an advantage.
- Willingness to travel internationally on a regular basis (approximately 30-50%).

We offer

- An exciting opportunity within a growing international company.
- A dynamic and collaborative working environment.
- High level of autonomy and responsibility.
- Professional development and career growth opportunities.
- Competitive salary package, including performance-based incentives.

We have exciting plans for our future and offer fascinating areas of responsibility at an international successful group of companies.

If you are willing to be actively involved in the further development of delfort, we are looking forward to receive your complete application documents in English.

Scan & Apply now

LET'S REVOLUTIONIZE PAPER