



JOIN THE TEAM

Ko-ken Europe, the official European distribution centre for premium Japanese Ko-ken tools, has been serving dealers in over 25 countries for 50 years and is based in Hamm, Luxembourg.

As a proud distribution centre for the high quality Ko-ken tools manufactured by Ko-ken Tool Co., Ltd. in Japan, Ko-ken Europe offers over 8500 references. Customised solutions, from special handles to individual sizes, are developed, calibrated and tested by the R&D and production departments in Japan.

The Ko-ken name is synonymous with excellent quality, flexibility, reliability, confidentiality and friendly customer service. The 1000 square metre warehouse in Luxembourg-Hamm houses 90% of the product range and is regularly supplied from Japan.

Today, Mrs Julia Bannasch, daughter of the founders, runs the family business with her team of 8. They support dealers with orders, special requirements and other requests. Ko-ken Europe is not just about tools, but about a tradition of expertise and first-class customer service.

Join our team and shape the future of the tool industry with us!

We are looking for the next possible date, a

Sales Manager (m/f)

Full-time position, permanent, in Hamm (Luxembourg)

Your area of responsibility

You are responsible for the planning, organisation and implementation of sales activities and ensure that customer needs are identified, customer satisfaction is guaranteed and strategies are developed to increase sales.

MAIN ACTIVITIES:

- Develop and implement sales strategy in close coordination with management
- Define sales targets and monitor compliance as well as plan operational sales activities and guarantee their implementation
- Create a marketing plan, develop and utilise marketing tools, monitor implementation and budget (preparation and follow-up work)
- Conduct market research, identify trends and new sales channels and prepare analyses
- (competition & trend analysis, risk management)
- Monitor budget and analyse figures for reporting
- Active customer acquisition via various channels (customer visits, trade fairs, social media, e-mailing...)
- Maintain, manage and develop customer relationships
- Provide specific advice (including on special requirements and customers' own catalogue design)

- Development and implementation of internal training and training for customers
- Induction of new sales team members
- Ensure leadership, organisation and development of the sales team
- Close, constructive cooperation & communication with the warehouse & management departments
- Preparing accurate sales reports for the management

SECONDARY ACTIVITIES:

- Identifying strengths and weaknesses in the sales organisation and analysing and optimising processes in collaboration with the management and the warehouse manager
- Supporting the development of customised products (in cooperation with the R&D department at the parent company in Japan)
- Negotiating prices with the forwarders
- Monitoring the inventory of the external warehouses
- Determination and monitoring of minimum product stock levels
- Support with goods receipt/expedition
- Support with stocktaking

Your profile

- Successfully completed commercial vocational training or a university degree in business administration or marketing
- You are passionate about sales and have at least 5 years of specialised professional experience in technical sales (ideally in industry)
- You have good leadership skills combined with relevant experience
- You communicate confidently and eloquently and impress with your strong customer and sales orientation and negotiating skills
- Business fluent in German, French and English
- Editorial skills in German, French and English
- Project management skills
- You are a well-organised team player with analytical skills
- You are solution-oriented and self-organised
- You are empathetic and able to motivate
- You are flexible and willing to travel if necessary
- You have good user skills in all common MS Office products
- Class B driving licence

Our offer

- Attractive remuneration package
- Quick assumption of responsibility in a growing company
- Young and dynamic team
- Free car park
- Extensive training programme

Interested?

We look forward to receiving your application with a covering letter, full CV, certificates, salary expectations and earliest possible starting date.

Contact: Frau Simone Steinmetz - simone@evolve360.lu - www.evolve360.lu

EVOLVE360 Sàrl - Coaching. Communication. HR Consulting.