

Based in Munich, SAM Sensory and Marketing International was founded in September 1987 and today, together with more than 100 Partners in over 40 countries, is a leading company in the area Sensory and Consumer research. In addition to sensory analysis SAM is a full-service provider, offering the entire range of descriptive, qualitative and quantitative market research. In total we have more than 200 sensory-test-stations, 70 of which are according to DIN-Norm equipped multimedia Sensory Booths. Since 2007 SAM has own test-facilities in Hamburg, Milan, Munich, Paris and Zurich.

With over 25 years' experience and a highly motivated team, we want to achieve more. We are looking for a competent and committed individual to join our customer- and sales- oriented management-team. You will become part of our team at the Munich-based headquarters and help drive the group's growth and internationalization.

Sales-Manager (m/f) Sensory and Consumer Research / Sensory Marketing

Your Tasks:

- Planning and implementation of international marketing and sales methods
- Provide the highest level of customer care for both, existing clients (account management) as well as acquisition of new clients
- Contribution to the development and efficiency our sales methods
- Contribution to defining service and the product portfolio of our company
- Supporting project managers with their sales tasks
- Keeping and staying up-to-date on the current market conditions, gaining insight and directing the daily business and the strategic alignment accordingly together with the management team

Your Profile:

- Experience and skills in the key areas of acquisition customer care and sales, especially in the area of Fast Moving Consumer Goods
- Communicative and appreciative approach to clients
- Excellent negotiating skills in English and French are essential. Fluency in other languages (German or Italian) is also beneficial.
- Structured analytical and self-motivated style
- Entrepreneurial, with understanding of economics
- Top-performing sales manager able to work under pressure and travel globally as necessary
- Communicative team-player

What you can expect:

- A secure, modern and social employer
- A strong performing and highly motivated, enthusiastic team.
- Attractive European locations, with your position located at the Munich headquarters
- A very exciting and divers field of work that includes the Fast-Moving Goods Industry (Food, Beverage, Cosmetics, Body Care etc.) encompassing all commercially relevant markets worldwide

Please contact Martin Kern by e-mail to martin.kern@samresearch.com or by telephone +49 89 743 767 0 or send your resume to the mentioned e-mail.

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