

The Swiss CONICA Group develops, produces and sells innovative joint-free flooring solutions made from polyurethane and epoxy resins. We are one of the global market leaders and driving forces of innovation in the field of high-quality sports and functional floors. Our systems lay the foundation for outstanding achievements and records in sports and games as well as for technically decorative high-end solutions in industry, parking, retail, educational and healthcare facilities and residential construction.

Since 2013 the CONICA Group is part of Serafin, a diversified industrial group, whose philosophy is based on more than 150 years of entrepreneurial tradition of its shareholding family. Considering responsibility a tradition, Serafin invests into companies with the aim to foster their long term development in accordance with all stakeholders.

We are strengthening our international CONICA team:

Head of Global Sales (m/f/x)

WHAT WE EXPECT FROM YOU

- You will take over the management of the global sales organization with full responsibility for budget and results
- You will develop the regional and country sales strategies and ensure their implementation
- You are responsible for the appropriate and sustainable development of customers and markets as well as for continuous pipeline management
- You represent CONICA in international sports organizations (e.g. World Athletics) and other relevant associations and networks
- You are the driving force for innovation in products and services supported by our R&D- and Product-Management teams
- You acquire international projects and new sales partners

WHAT MAKES YOU SPECIAL

- You are a very dynamic person with extraordinary passion for sports
- You have several successful years of experience in international sales in a project and tendering business context, preferably in the construction industry or related building sectors
- You have a proven track record in establishing, managing and developing international, multi-level sales structures and markets
- You are a strong motivator with a "hands-on" mentality, working independently as well as solution-oriented with a high focus on implementation
- You speak English fluently and have very a good command of German. Other language skills are welcome
- You enjoy travelling around the globe (up to 80 %) for being close to your teams and customers

WHAT WE OFFER YOU

- Opportunity to work worldwide and lead a highly motivated international team
- A versatile and challenging task with high degrees of freedom
- A modern, dynamic and results-oriented company
- Flat and transparent structures
- Great development opportunities
- An ambitious and encouraging company culture

ARE YOU READY FOR A SPORTING CHALLENGE?

Become part of the CONICA-Team and apply now:

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