



PASSIONATE

people make the difference

Interested? Can you see yourself taking on the challenge of working in an exciting international environment? Tell us why you are right for the position by submitting your comprehensive application, including your earliest starting date.

We look forward to receiving your email application.

REINZ-Dichtungs-GmbH
Human Resources
Reinzstr. 3 – 7, 89233 Neu-Ulm

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More information about VICTOR REINZ as well as career opportunities can be found on our website:

www.reinz.com
www.dana.com

Stellennummer: P201887

Dana's Light Vehicle Driveline unit accounts for circa 50% of Dana's global turnover and manufactures a range of premium axles, electric drive units and propshafts that are supplied to original equipment manufacturers for passenger cars, SUVs, crossover SUVs, or light commercial vehicles. Dana Spicer drivetrain systems increase fuel efficiency, performance, and durability across a range of vehicle platforms or driveline configurations.

We are currently looking for a:

Area Sales Manager (m/f/d)

The Challenge

- ◆ Visit German OEMs and develop long term relationships to understand current and future needs. Act as voice-of-the-customer back into Dana regionally and globally
- ◆ Responsibility for global business growth
- ◆ Lead the development of presentations and action plans for potential new clients and prepare executive briefing on strategic decisions, customer meetings or opportunities
- ◆ Manage all aspects of customer relationship at plant including pricing, forecasting, financial program performance, material recovery, foreign exchange recovery, account receivables and growth opportunities

What we offer

- ◆ Working in and with international teams
- ◆ Challenging activity with high responsibility
- ◆ Very good development opportunities
- ◆ Internal well-being management

Your Qualification & Experience

- ◆ Educated to degree level in a relevant mechanical engineering discipline
- ◆ Excellent organizational and communication skills with the ability to work in a high performance team environment
- ◆ Strong working knowledge of the automotive vehicle requirements with OEM or Tier 1 direct experience preferred
- ◆ Excellent analytical, problem solving, oral, written, and team skills
- ◆ English and German fluently
- ◆ Good leadership and inter-personal skills
- ◆ Strong technical / mechanical background, together with demonstrable sales and project management skills
- ◆ Demonstrated proficiency using Microsoft Office (PowerPoint, Excel and Word)



VICTOR REINZ®

Sealing Products