A team in motion.

We are one of the leading providers of bespoke control technology for baggage handling, parcel and goods distribution systems. With around 200 colleagues from over 28 countries we deliver complex intralogistics projects worldwide – from hardware integration to after-sales service.

We are establishing an independent service division and are looking for an entrepreneurial leader with a can-do attitude to head it up. In this newly created role you will be responsible for the entire service division. Your initial focus will be on setting up an independent service sales team and a structured spare parts management system – whilst also taking commercial responsibility for service operations.

The groundwork has already been laid – but the bulk of the foundational work still lies ahead of you. Join us on this journey and become part of our team in Ettlingen, Baden-Württemberg as:

Head of Service & Service Sales (all genders) - full-time (40 hrs)

Where you keep things moving

- **Establishing a new service division:** You will develop an independent service division at Sit and take on overall responsibility for it. In doing so you will work directly with the management team.
- **Building and developing the service sales team:** You will build an independent service sales team from scratch, actively acquire new customers and develop your own sales team

– both professionally and in terms of team management.

- **Further developing service delivery:** Together with our existing hotline and fault support team you will further develop our service processes and take on commercial responsibility for the division.
- **Supporting sales of new installations and retrofits:** You will work closely with our sales team for new installations and retrofits, prepare cost estimates and quotations and ensure that our customers receive a comprehensive range of services from a single source.
- **Providing personalised support to key accounts:** For strategically important clients and larger projects you will personally take charge of sales and act as the point of contact at decision-maker level.
- **Building up the spare parts business:** You will establish a structured process for the spare parts business and set up an independent spare parts sales operation. The purchasing and engineering departments will support you as strong partners in this endeavour.

How to reach your destination

- A completed **degree** or **further training** as a technician or master craftsman as well as several years' experience in technical service and/or sales, ideally in plant engineering, intralogistics or a comparable sector.
- An experienced **leader** with proven experience in establishing and further developing service or sales structures.
- Confident manner, strong **communication and negotiation skills** and business-fluent **English**.
- An independent, pragmatic and solution-oriented **approach to work** as well as a strong team spirit and a hands-on attitude.

Benefits all the way

- A structured onboarding process, personalised mentoring and professional dialogue with colleagues will ensure you to get off to a good and clear start
- Company car and company mobile phone, also for personal use

Familiäres Umfeld

30 Tage Urlaub

13 Gehälter

Weiterentwicklungs-möglichkeiten

Betriebliche Altersvorsorge

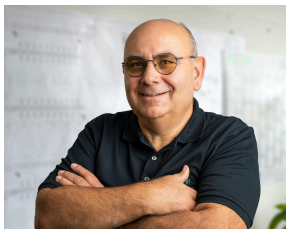
Prämien & Geschenke

Not yet in Ettlingen?

We will help you to settle in quickly, no matter what stage of life you are in – we will find a solution. If you move to Ettlingen, you will receive a relocation allowance from us. If you are not yet proficient in German or English, you can take part in language courses free of charge. There is also a subsidy for childcare, because it is important to us that your family feels at home here.

Your salary will depend on your qualifications and experience and will be discussed with you personally.

Your contact person



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SIT - YOUR PERFECT FIT!
APPLY NOW.

Jetzt Bewerben

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