

"It's important to me to work for a company where I can **really make a difference**. That's why I am with Diehl."

MAKE IT WORK



Senior Head of Sales - South of Europe (all genders)

These are your tasks:

- **Strategic Leadership:** You develop and implement sales strategies to drive growth in the high-potential Southern Europe region (Italy, Spain, Portugal, Greece, Malta, Cyprus, Israel, Drom-Com), aligning with Diehl Metering's commercial objectives.
- **Team & Performance Management:** You lead a high-performing sales team across France, Italy, and Spain, while managing the region's P&L and investigating factors impacting sales performance.
- **Customer & Partner Engagement:** You build and maintain strong relationships with customers and partners, influence senior stakeholders, and establish effective CRM systems.
- **Market Intelligence & Opportunity Development:** You monitor market trends, industry changes, and tenders to identify and leverage new business opportunities.
- **Cross-functional Collaboration & Representation:** You work closely with Marketing to penetrate key markets and represent the company at industry forums and trade shows.

Who we are looking for:

- You have an engineering degree in a technical field (ideally in the water or telecommunication fields).
- You have a strong B2B sales experience and in-depth knowledge of the Southern European market.
- You have at least 10 years of experience in leadership and are characterized by excellent communication, leadership, and team management skills.
- You speak French, English and Spanish. Any additional language is a plus.
- To best serve our customers, you are willing to travel domestically and internationally for up to 30% of the time.

Work location: Saint-Louis, France

Job Level: Management

Working mode: Hybrid working

Working time: Full time

Employment contract: permanent

Division: Diehl Metering

Start: as soon as possible

These are your potential benefits



Professional and personal development



Flexible working hours



Family-owned company



Homeoffice



Canteen

Achieve what matters, with Diehl.



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