



STOELZLE GLASS GROUP



“FASCINATING WORLD OF GLASS“

Stoelzle Glass Group is one of the leading international producers of glass containers for the PHARMA, PERFUMERY & COSMETICS and SPIRITS markets. Our aim is to be the first choice partner for both our customers and our employees, through establishing a culture of reciprocal trust and by striving for first class performance, flexibility, and reliability.

To represent the European Packaging Manufacturing Group in North America and obtain sales for Group products within the North American Pharma Industry we are currently seeking:

KEY ACCOUNT MANAGER PHARMA NORTH AMERICA

Job responsibilities:

- Maintain and increase the current NA order book
- Identify and obtain new business opportunities within the known and potential customer base
- Manage all relationships with customers, potential customers, sub-contractors as well all those necessary within the group plants
- Operate with the group quality & customer service representative and group managers and support personnel in Europe
- Quick and competent handling of all sales matters, orders, forecasts, stock profiles, new product developments etc.

We are offering:

- An exciting and versatile area of responsibility
- Continuous training depending on personal areas of interest

Job requirement:

- BA/BS degree in sales, marketing, business or related field
- 3- 5 years of sales experience within the glass container or packaging industry with a track record of success
- Self-driven, motivated and results oriented with proven ability to identifying and close new opportunities, building relationships and exceeding sales goals
- Excellent written and verbal communication skills, including presentation skills and the ability to communicate and influence at all levels within the organization
- Strong organizational skills
- High ability to travel
- Applicants must be authorized to work in the U.S.

Are you a good fit for this position?

Please apply in writing to **Daniela Riedler**, Head of Human Resource Management



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