

We are the German subsidiary of an American packaging group and one of the market leaders in the field of industrial plastic closures.

Our company is growing successfully, that's why we need you!

**We are looking for a**

## **Sales Representative (m/f/d)**

### **Your area of responsibility:**

- Active acquisition and development of new customer relationships in your assigned territory: proactively contact, identify needs, present products, create offers, achieve sales successes
- Developing and maintaining long-term customer relationships: regular communication, direct response to customer inquiries, customer support throughout the entire sales process
- Preparation and follow-up of offers as well as negotiation of contracts
- Market observation and analysis of regional competitive activities, industry trends and market dynamics, development of sales strategies
- Collaboration with colleagues (m/f/d) from related departments such as marketing, product development, etc.

### **Your profile:**

- Completed studies in a related field or corresponding professional experience in sales/customer service
- Ideally, knowledge and experience in sales, account management and/or pipeline management
- Motivation and a technical sales mindset with a strong customer focus
- Ability to quickly empathize with customer challenges and develop solutions
- Willingness to travel and enjoyment of field assignments, combined with office work
- strong communication skills and an open personality
- Proficient in MS Office, especially Word and Excel
- Excellent command of written and spoken English
- Quick comprehension as well as an independent and structured way of working

**We offer** you a modern workplace with attractive remuneration and a harmonious working atmosphere in an active, highly motivated team. In addition, we offer active health management, promote measures for the further development of our team and live a good work-life balance.

**Interested?** Then we look forward to receiving your detailed application documents, stating your salary expectations and the earliest possible starting date, preferably by e-mail to: [jobs\\_de@riekepackaging.com](mailto:jobs_de@riekepackaging.com)

Rieke Germany GmbH & Co.KG  
In der Au 13  
57290 Neunkirchen

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Rieke Germany GmbH & Co. KG | In der Au 13, 57290 Neunkirchen, Germany  
P: +49 2735 7610 | [www.trimaspackaging.com](http://www.trimaspackaging.com)



#### Legal Entity

Company Number HRA 8814/Court of Siegen  
Management Board: Rieke Germany Holdings GmbH,  
Represented by: Jan Cornelis van Dijk, Mark Edward  
Box, Heiner Möller  
VAT No.: DE 283 756 930  
IBAN: DE26 3003 0880 0013 9690 19  
SWIFT: TUBDDEDDXXX, HSBC Trinkaus+Burkhardt