



Do you absolutely live for sales and are able to infect your customers with enthusiasm and passion thanks to your conviction? Are Customer Journey, Benchmarking, and Key Account words you are familiar with and do you have many years of experience in both national and international sales – taking advantage of your talent for communication? Then seize this opportunity and impress us with your strengths, your dedication, and your personality. We are looking for a motivated, independent, and outgoing personality with a hands-on mentality who will manage our sales team – someone who is dedicated to expanding the property fitting business and marketing, providing advice and solutions in a national and international environment.

From its company headquarters in Herzberg am Harz, with around 90 employees, Homapal GmbH produces and sells laminates with special surfaces made of real metal and magnetic boards for the national and international market. The focus is on high quality, decorative interior fittings. Homapal GmbH attracts exhibition and shop fitters as well as furniture makers with its products. Homapal products are used in shops, hotels and doctors' surgeries, on cruise ships, in bars, restaurants and clubs – essentially wherever surfaces are to be enhanced.

To strengthen our sales team based at our site in Herzberg am Harz and to start as soon as possible, we are looking for a

Team Leader Customer Service D/A/CH and International (m/f/d)

Your advantages – persuasive:

- We are offering you – a job that will suit you perfectly, with interesting and challenging tasks in a dynamic national and international environment.
- We have an open ear – at Homapal you always have the opportunity to exchange your ideas with the team so that your success will not go undetected.
- We will support you – with professional and intensive on-boarding we will facilitate your move to an interesting industry and to international markets.
- We can give you security – as part of Broadview Holding – an international company – Homapal is one of the market leaders in the metal laminates market.
- We want you – long-term, with an open-ended employment contract, a performance-related salary package, 30 days' holiday, as well as flexible working hours.
- And don't forget – the greatest advantage is our employees – we are very proud of our motivated and committed team that works in harmony.

Your job – diverse:

- You are Head of the inside sales team and the sampling department.
- You manage and advise our national and international customers.
- You independently create and edit reports for the sales department and the management.
- You support sales management in international reporting.
- You work in close cooperation with the field sales team manager in the area of customer service.
- You are responsible for preparing and following up on offers in cooperation with the field service team manager.
- You are autonomously responsible for order entry and processing, including export and import.
- You process complaints.
- You support stocktaking and inventory analysis.
- You are responsible for national as well as international purchasing of merchandise and optimise and manage the warehouse.
- You collaborate on cross-departmental projects.
- You report directly to the General Sales Manager and Management.



Your job profile – impressive:

- You have a degree – ideally in business administration or a comparable field of study.
- You have experience in order processing in internal sales and customer service.
- You have leadership skills and experience and are a team player.
- Customer-oriented and business management thinking and acting come naturally to you.
- You have basic knowledge of logistics and expertise in customs handling, export/import, and Incoterms.
- Assertiveness and negotiating skills are among your core areas of expertise.
- Using and handling modern communication tools and IT comes easily to you and you have a sound knowledge of MS Office, especially Excel.
- You are fluent in written and spoken English; further language skills are desirable.
- Flexibility and commitment as well as willingness to travel occasionally are a matter of course for you.

Contact:

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