



Join The Team

75 Years Of Innovation In Power Solutions

Die Lindenberg-Anlagen GmbH in Overath | 75

Solution Sales Manager For Our Energy Solution Systems Group(m/w/d)

Your Work Shapes the World at Lindenberg-Anlagen. When you join Lindenberg-Anlagen, you're joining a global team who cares not just about the work we do - but also about each other. We are the makers, problem solvers, and future world builders who are creating stronger, more sustainable communities. We don't just talk about progress and innovation here - we make it happen, with our customers, where we work and live. Together, we are building a better world, so we can all enjoy living in it.

Your Role & Accountabilities:

- Follow and develop a growth strategy focused on After-sales solutions and customer satisfaction for assigned accounts through focused Solution Group. Own the customer relationship
- Develop and grow assigned key accounts nurturing the customer relationship to create overall customer loyalty and secure long-term parts growth
- Build long-term relationships with new and existing customers. Managing customer interface and on-going relationships with clients to assure all technical services are delivered as expected, to assure the next sale, and to assure Solution Group delivers to customer expectations
- Conduct research to identify new markets and customer needs
- Develops a sales plan and forecast for assigned accounts to support company-wide goals and strategies.
- Plans all the actions necessary to meet objectives.
- Recommend, participate, and provide presentations at trade shows, industry Proactively seek out prospective clients and identify key decision makers through detailed analytics
- Develop and promote services solutions (parts, upgrades, emission upgrades, REParts) addressing and or predicting clients' objectives
- Work across the customers and Solution Group internal organizations to provide complex technical and commercial solutions to customers
- Be responsible for preparing the commercial / technical offer, negotiating, and concluding of customer direct contracts.
- Work closely with various Engineering and Product Groups. Work on new product information releases, develop product comparisons; competitive information releases, various communications media, etc; Build product knowledge skills to be able to achieve comfortable level of product presentations
- Report on competitive activities including competitive pricing (Lost Sales Reporting).Excellent customer focus, communication, negotiation, influencing, and selling skills.
- Ensure safety and compliance is at the forefront of all you do.
- This position will require up to 50% travel.

Our Package:

- Fast track career path and mentoring based career development
- Comprehensive salary package
- „Yes We Can“ spirited team with proudness of it's products & solutions

75 Years Innovation That Matters

The Power & Energy industry has relied upon Lindenberg-Anlagen robust technologies for decades for the toughest applications, like critical power, gas compression, harsh environmental power and efficient marine power applications. Today, Lindenberg-Anlagen provides a broad portfolio of industry-leading products including modular containerized powers, genset, hybrid power systems for marine and stationary applications, energy storage, transmission, pumping and system integration solutions. Lindenberg-Anlagen relies on cutting edge technologies and digital solutions to extract data from our products and transform it into valuable recommendations, insights, and integrated solutions to help customers achieve the lowest total cost of ownership. We have an opening for a Solution Sales Manager. Lindenberg-Anlagen's ESS power division, provides superior products and service solutions to make our customers more efficient and lower total cost of ownership. Globally, we deliver engineered power solutions, equipment repair and certification, mechanical and rotating equipment repairs and upgrades, rapid prototyping of spare parts, robust asset management, operation and maintenance and field engineering services. We offer a wide range of career opportunities across a variety of technical and business roles in engineering and service locations worldwide. Join our team and help build engineering solutions that change the industry. Following the new Energy Solutions Systems (ESS) strategy there is an exciting opportunity for a Solution Sales Manager to join the Solution Sales team. The Solution Sales Manager will have responsibility to own specific customer relationships and drive solution sales, during the solution sales phase and the operation lifecycle of the ESS product.

Your First Move:

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