



Manager of German speaking commercial sector (DE + FR) | CDI - Luxembourg

Welcome to Steel Shed Solutions! We are a worldwide digital platform located in Luxembourg recruiting talents (young or less young). Fast-growing SME, created in 2001, we are specialized in sale of steel shed kit buildings.

In a growing market segment, we are looking for people with commercial behavior, showing pugnacity and boldness. Your goal? Bring forward our commercial offers and sale our products (building, construction materials...) via the Internet.

#Missions #Objectives

At a strong growth rate, we recruit #talents with whom we can share our values: #teamspirit #ambition #challenge! As a creator of multimedia content, your responsibilities will be as follows:

- 👉 Manage a team of commercials and commercial assistants to achieve the goals
- 👉 Management of the sales cycle: **NO PROSPECTION!** (Demands generated thanks to our #InboundMarketing)
- 👉 Handle incoming demands from prospects (through the phone or email) + Quotation creation
- 👉 Negotiation and client relationship
- 👉 Handle incoming demands from potential prospects (through email or telephone)
- 👉 Proposition of accessory sales
- 👉 Sales close and management of the payment orders
- 👉 CRM management in our own CRM tool
- 👉 Reporting

The little +:

- 👉 Participate in professional European fairs
- 👉 Missions are not limited and will evolve according to the potential and efforts of the candidate (so help yourself!)

#Profile #Skills

- 👉 Ideally with higher education, 5 years of experience in a similar position
- 👉 Knowledge of German and French (C1 or superior) is mandatory. All other languages will be considered a plus.
- 👉 Organized and rigorous
- 👉 Dynamic and determined
- 👉 Performance and results oriented, both at personal and team level

#Advantages

- 👉 Starting date: as soon as possible.
- 👉 CDI; no need to travel, except for 3 fairs abroad
- 👉 Salary: Fix + **uncapped commissions + lunch vouchers.**
- 👉 Parking
- 👉 Work place: Luxembourg / Bertrange
- 👉 Continuous formation and daily support to succeed in your functions
- 👉 Teambuilding and afterwork

#Interested

In order to candidate in our #Scaleup, send an email with your CV and a letter of motivation to the following address: talent@group-3s.com (precising the reference Manager of German speaking commercial sector (DE + FR) (H/F) and your available dates)