



Although Bizerba has not invented the wheel, we have definitely paved the way for modern weighing technology. Since 1866, our name - like no other - has stood for efficient weighing, slicing and labeling solutions. Today, we operate in 120 countries with approximately 4.500 employees.

For our location in Athens we are looking for

Sales Account Manager (m/f/d)

Role description

This is a full-time role, based in Athens, for a Sales Account Manager. The Sales Account Manager will be responsible for overseeing and developing the relationships with customers and partners, identifying new business opportunities, managing accounts, and meeting sales objectives.

Your qualifications

- Proven experience as an Account Manager or in a similar role
- Excellent communication and interpersonal skills
- Strong organizational and time management skills
- Ability to manage and prioritize multiple accounts
- Ability to analyze sales data and develop strategies to maximize revenue
- Knowledge of the industry, retail, and logistics sectors
- Bachelor's degree in Sales, Marketing, or related field

Your skills

- Excellent verbal and written communication skills as well as first-class presentation skills, in English and Greek
- Customer-facing negotiation skills
- Expert on managing and building strong relationships with new clients, as well as client retention
- Analytical decision-making skills and ability to make sales judgments with incomplete information
- Willingness to travel and ability to organize trips effectively
- Goal-driven, self-motivated worker with an energetic and enthusiastic attitude as well as cooperation skills within sales teams

What we offer

- Competitive salary and bonus scheme
- Additional benefits (private medical insurance, food stamps, etc.)
- Hybrid working model & flexible working hours
- Company car
- Company mobile phone & laptop
- Prospects for development in an excellent working environment
- Training opportunities through our own Bizerba Academy

At Bizerba, we bring together the traditional values of a family-run company and the international career development opportunities of a globally operating group. That is what we call "Bizerba Open World" and we are looking forward to developing this further together with you.

Your application

Applications can be submitted to the following e-mail address: bizerba-hellas@bizerba.com

www.bizerba.com