



Rajeev Nand
Regional General Manager AU/NZ
Getzner Vibration Solutions

TECHNICAL SOLUTIONS
ARE OUR DAILY BUSINESS.
AND OUR PASSION.

Getzner Werkstoffe, a family-owned company that has been active worldwide for over 50 years, is the global market leader and trendsetter in the field of vibration isolation. We equip metro lines, heavy-haul railways and even entire residential complexes in metropolitan areas with Getzner's know-how-based and customized systems worldwide. Today, Getzner employs more than 550 people from a wide variety of backgrounds, languages and professions in 10 offices around the globe.

Besides all globalism, we are all united by one goal: **engineering a sustainable future worth living together!**

Area Sales Manager (m/f/d)

based in Sydney area, NSW or remote

Your Benefits:

G-LIFE

- means a trusting and appreciative cooperation - we are all on a first-name basis
- means developing together - with an individual OnBoarding program and support for your personal development
- is a modern working environment - equipped with state-of-the-art IT devices (smartphone and laptop) and characterized by loyalty and flexibility
- guarantees a job with a secure future - at Getzner you are part of a family business that has been successful for decades and offers excellent prospects for the future

Your Responsibilities:

Expanding Getzner's local footprint in Australia and New Zealand

- Acquisition and management of projects in the construction and industry sector
- Work with an existing customer basis and great project references in the region
- Establishment and development of customer relationships and networks
- Development of solutions and offers in cooperation with the engineering departments in the HQ
- Management of distribution partners
- Involvement in creating and implementing the sales and marketing strategy for your sales region
- Participation in trade fairs, seminars and regular trainings (internal and external)

Our Requirements:

- Successfully completed business studies or a degree in Civil Engineering or Mechanical Engineering
- Experience in the field of vibration isolation and structure borne noise
- At least 5 years of sales experience (B2B)
- Project Management skills
- Work experience in the construction field is advantageous
- Convincing personality with excellent negotiation and networking skills
- Reliability and strategic thinking
- High ability and willingness to be in the market (up to 50%)

We look forward to get to know you!

Job details:

- Permanent employment
- Full-time
- Base Salary: AUD 100.000,00 - AUD 120.00,00 gross
- Bonus agreement
- Car allowance

Getzner Werkstoffe GmbH

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getzner
engineering a quiet future