



Dave Quackenbush
Regional Sales Director
Getzner USA, Inc.



EXPERTISE AND
KNOW-HOW ARE
IMPORTANT TO US.
**TEAM SPIRIT
INSPIRES US.**

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 500 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

This is a remote position - residence in the area of New York City, NY is advantageous

Your G-Life Benefits:

G-Life

- means a trusting and appreciative cooperation - we are all on a first-name basis
- includes financial security through a very attractive compensation (fixed salary + bonus) and an outstanding PTO contribution arrangement
- offers you top health, dental and vision benefits
- 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 the construction industry

- Acquisition and management of construction projects
- Work with an existing customer base 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 department in 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, a degree in civil engineering or a comparable qualification in connection with a high level of technical knowledge
- Ambition to dive deep into the technical world of vibration isolation and structure borne noise
- At least 3 years of sales experience (B2B)
- Experience in the field of project management
- Work experience in the construction field is advantageous
- Convincing personality with excellent negotiation and networking skills
- Team player mindset, reliability and strategic thinking
- Strong interpersonal and communications skills
- High ability and willingness to be in the market (up to 50%)

We look forward to get to know you!

Getzner Werkstoffe GmbH

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