



we process your
future.

Sales Manager - Full time

Direct Sales to end user owners, EPC and Engineering firms

We know what we do

Binder+Co is an internationally successful specialist in machinery and complete systems for comminuting, screening, drying, sorting, wet-processing as well as packaging and palletizing bulk materials of all kinds.

The company, which is based in Gleisdorf, Austria, concentrates on the three segments of processing technology, environmental technology and packaging technology, and is a global market leader in the fields of screening technology and glass recycling.

Their machinery is employed to process bulk materials such as coal, ores, industrial materials, waste glass, recovered paper, plastics waste, products from both the chemical and petrochemical industries, artificial fertilizers, salt, sand, mortar and foodstuffs and animal feeds. Through its innovative products, Binder+Co makes a valuable contribution to the efficient management of limited resources.

We love what we do

We are expanding our sales team of our US subsidiary in Denver and have the following position as Sales Manager vacant:

Responsibilities and Expectations

- Manage route to market – Primarily Direct Sales to end user owners or EPC and Engineering firms
- Ability to discover and understand customer needs and requirements
- Development of solutions based on customer requirements
- Concluding business deals with new and existing customers
- Interface between customers and headquarter in Austria
- Provide timely updates on competition
- Establish partnerships with end user owners, EPC and Engineering firms through partnering on common projects
- Represent Binder+Co at key industry events, trade shows, and conferences to position Binder+Co as a strategic advisor

Education and Experience

- Willing to travel 50%+ of time, as needed
- Working knowledge of the dry bulk industry as a whole, experience in mineral, mining and/or chemical industry preferred
- 3 Years of proven industrial sales with direct customer accounts
- Experience selling large Capital Goods / Projects primarily to end user owners or EPC and Engineering firms is preferable
- Experience reporting to senior level management team
- Excellent written and verbal communication skills
- Must be comfortable making presentations in front of small to medium sized groups
- Strong interpersonal skills
- Ability to maintain an upbeat and positive attitude at all times
- Ability to work within a growth organization with progressive and evolving goals
- Ability to work in self-directed, fast-paced professional environment

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