



Starlinger is a pioneer for machines and process technology in the international circular economy for plastic packaging solutions. We are convinced of our mission, we accept professional and personal challenges and believe in the quality, necessity and positive impact of our work. Our innovative achievements give us security and stability for further great ideas and the opportunity to make our company fit for the future.

To strengthen our team in Vienna we are looking for

## Head of Internal Sales (m/f/d)

### Your Contribution

Your expertise is the driving force behind our sales processes. Together with your team, you ensure that our offers are not only convincing, but that the entire process, from delivery to payment, runs smoothly. Take your place at the heart of our company and ensure that each of our customers has an optimal experience!

### That's what your role is all about

- You will be responsible for standardising and optimising our sales process, from quotation and order processing to delivery tracking. In doing so, you will continuously increase efficiency, e.g. through further automation.
- You will ensure data quality in the relevant systems in order to provide a sound basis for decision-making. Your analyses, reports and information will support the sales force, sales management and senior management.

- You will coordinate the preparation of quotations, clarify contract details with the sales department, the legal department and our customers, and thus ensure the quality of quotations. In doing so, you will also monitor compliance with internal guidelines.
- You monitor and control order processing in cooperation with production, assembly, logistics and project planning until delivery.
- You contribute to the further development of the CRM system as a central tool for sales management and customer communication.
- You lead the internal sales team.

## You can utilise these skills

- You have completed technical and/or business management training.
- You have 5-10 years of experience in internal sales, ideally in a mechanical engineering or plant construction company.
- Experience in team management and process design round off your profile.
- Your planning and organisational skills, coupled with problem-solving expertise and clear and appreciative communication, make you our ideal candidate.

## We can prepare this offer for you

- A responsible position in an international company, in an interesting, rapidly growing and innovative field
- A competitive compensation package
- A committed and dynamic team
- Company events
- Participation in the company's success
- Home office option (currently one day/week)
- Flexible working hours

Become part of our team and shape the future together with us!

Apply know

 via WhatsApp

## Contact



Learn more about us: [www.starlinger.com](http://www.starlinger.com)