



Tailormade packaging solutions

Kern AG is a Swiss manufacturer and global supplier of products, solutions and services in the field of inserting systems and packaging solutions. Software and platforms tailored to the product and customer complete the Kern system landscape. Kern has stood for high innovation, quality, flexibility and reliability for over seven decades. Factors that mean one thing above all: maximum security and service.

We are looking for a dedicated and ambitious individual to drive our sales growth in Central and Northern Europe (Germany, Austria, Switzerland, UK, Scandinavia, Belgium).

Regional Sales Manager Central and Northern Europe

What you can achieve with us

- You are responsible for achieving sales targets in your assigned sales territory with large and medium-sized companies in the manufacturing, logistics, and e-commerce sectors
- You acquire new customers and manage the entire sales process, from initial contact to successful closing
- You create convincing proposals and negotiate contract terms with our customers
- You develop customized processes and implement them with our engineers, aiming to increase our customers' efficiency and improve their environmental footprint
- You are familiar with and monitor trends in packaging logistics and derive opportunities for tailored sustainable solutions
- You consistently identify, evaluate, and pursue sales opportunities and distribution channels
- You represent our company and our solutions at trade fairs and industry events

How you can impress us

- You have several years of professional experience in B2B sales in the areas of packaging, logistics or automation
- You enjoy sales with a focus on acquiring new customers and closing deals, and you have a proven track record of success
- You have experience managing a complete sales funnel with long sales cycles and multiple decision-makers
- You impress with your confident appearance and excellent written and verbal communication skills in German and English
- You work independently and in a structured manner, and your positive and team-oriented attitude strengthens our team

Here's how we'll convince you

- You'll benefit from a high degree of entrepreneurial freedom
- You can count on the support of a motivated and high-performing team in Switzerland
- You can expect a work environment characterized by open communication, flat hierarchies, and respectful interaction

Thomas Frölich, Head of Business Unit kernPack, Tel. +41 31 790 35 75, will be happy to answer any questions you may have. We look forward to receiving your complete application documents by email to jobs.switzerland@kernworld.com