

**MOVE GROWTH.  
MOVE WATER.  
MOVE THE FUTURE.**

**wilo**



## **District Team Leader**

**Vilnius, Lithuania**

Major movements like globalisation, digitalisation and energy shortages shape some of our largest future challenges. Challenges that we are happy to accept and dive into. We understand the trends that influence our company and our business and act accordingly. By developing products and solutions we move not only water, we also move the future for people all over the world. As a pioneer in the pump industry we focus as much on our employees as on our high quality pumps. Those of you who want to be part of the Wilo will experience a constant flow of personal and organizational development as well as sufficient space for the implementation of own ideas. At Wilo you will move the future, for yourself and for others:

### **Your Tasks:**

- ➔ Ensure all sales operation follow required guidelines and procedures.
- ➔ Analyze and monitor market requirements.
- ➔ Develop plans that achieve sales targets and meet budget requirements. Carry out sales plans to achieve revenue and profitability. Monitor KPIs for sales team and indicate actions where necessary.
- ➔ Local marketing activities within marketing standards.
- ➔ Ensure client relationships are created, developed, and maintained to secure healthy sales channels.
- ➔ Preparation of calculations and proposals and participation in tenders / RFPs, if needed with support on country level, in agreement with superior.
- ➔ Ensure that all customer requests are taken care of by CRMs (one face to the customer philosophy). Internal coordination with respective departments to resolve requests and problems.
- ➔ Build relationships with customers within area of responsibility and conduct negotiations when required. Support Key Account Managers/Sales Representatives where necessary.
- ➔ Coordinate all major sales and marketing activities with market segment management.
- ➔ Project management of small to medium sized projects up to the time of delivery.
- ➔ Motivate and develop employees within the area of delegation. Ensure leadership and implementation of individual personal measures within corporate guidelines as well as external legal regulations.
- ➔ Efficient finance management, budget planning process, controlling and risk management as well as proper financial and risk reporting in accordance with defined Group standards.
- ➔ Contribute to district sales strategy.

## **Your Profile:**

- ➔ Degree in technical engineering / business management.
- ➔ 3-5 years of experience in sales of technical products.
- ➔ Presentation skills.
- ➔ Languages: local, English – level B2.
- ➔ Driving licence.

## **Wilo offers many advantages as an Employer:**

- ➔ Global employer with family spirit.
- ➔ Exciting & multifaceted tasks and projects.
- ➔ Value-based and honest corporate culture.
- ➔ opportunities for international project collaboration.
- ➔ Possibility of professional development in an international environment in a company with as established position on the market.
- ➔ Work with the latest technology in the field of pumps and pump systems, international technical training and a rich package of development training.
- ➔ Attractive base salary and quarterly bonus system.
- ➔ Stable employment based on an employment contract.
- ➔ Company car.

**Send your application documents to:** [aiste.petkeviciene@wilo.com](mailto:aiste.petkeviciene@wilo.com)