



Since its founding in 1875, SONOR has always strived to innovate and develop instruments of the highest quality. Much has changed since then, but the goal has always remained the same:

To create timeless instruments, built with decades of experience, an attention to detail, the inimitable SONOR sound, and in close collaboration with a community of passionate artists to help everyone on their personal musical journey. Sounds like something you'd like to be a part of. Then we look forward to receiving your application, including your salary expectations and earliest possible start date as a

Sales representative Belgium, Netherlands, Luxembourg (m/f/d) Drums, Marching, Orff and Percussion

Your Profil:

- You have a completed commercial education.
- You have at least 5 years of professional experience in field sales in Germany or a comparable position in the MI industry.
- You have an excellent network in our industry.
- You are familiar with our specialist dealers.
- You work Independent.
- You are characterized by a distinctive self-organization.
- The ability to work in a team and a customer-oriented approach are a matter of course for you.
- You are willing to travel within Germany.
- Good written and spoken German and English skills round off your profile.
- Your passion is drums and percussion.

Your responsibilities

- Personal support for existing customers and the acquisition of new customers are just as much a part of your daily tasks as the successful market launch of new products.
- Conducting sales training is a matter of course for you.
- You are the first point of contact for product questions, customer-specific orders, and complaints for your customers.
- Establishing and expanding long-term partnerships with distributors & vendors and formulating & monitoring target agreements.
- You will analyse market potentials and market developments.
- You will report regularly on target achievement & results in your territory and plan customer visits and sales targets in close coordination with the SONOR Sales Admin Manager.
- Independently implement centrally managed marketing campaigns at POS.
- You will work closely with an Inside Salesperson on a day-to-day basis.

Please send your application to personal@sonor.de or to our address, Attn: Personnel Department.

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