

## Aluvision – Sales Manager – Berlin Region | B2B Field Sales

Aluvision is an internationally leading manufacturer of modular exhibition stand systems, exhibit solutions, and high-quality display systems for the trade show and event industry. Our innovative products are used worldwide by exhibition builders, event agencies, and brand manufacturers.

To expand our European sales team, we are looking for an experienced and committed **Business Development Manager (m/f/d) for Germany**, who will further develop B2B sales, identify new business opportunities, and strengthen our position in the German market.

### Your tasks in Business Development & B2B Sales

As a Sales Manager in B2B field sales, you are responsible for developing and expanding our **Berlin** sales territory. You actively acquire new customers and maintain long-term relationships with our existing customer base.

You sell high-quality aluminum and design solutions in project-driven, technical sales. You advise your customers professionally and develop individual, tailor-made solutions.

### Your responsibilities include:

- Active acquisition of new customers and support of existing clients in the B2B environment within the areas of exhibition construction, exhibits, and events.
- Technical consulting and solution-oriented selling
- Market and competitor monitoring within the sales territory
- Conducting needs analyses, proposal presentations, and product demonstrations
- Close collaboration with management on sales strategy
- Participation in national trade fairs, networking events, and industry meetings in Germany and the DACH region
- Regular reporting to the Country Manager DACH

## Your profile

- Completed commercial or technical training or a Bachelor/FH degree
- Several years of experience in business development, technical sales, B2B sales, key account management, or field sales—ideally in exhibition construction, events, display systems, or event technology
- Strong communication skills and a confident presence in customer interactions
- Success-driven **hunter mentality** with a sharp eye for opportunities and a strong closing ability
- Independent, structured, and proactive working style
- Willingness to travel approx. 40%
- Good command of English is an advantage
- Ideally living in the Berlin sales region

# We offer

- A responsible Sales Manager position with extensive room for initiative
- Home office with a clearly defined sales territory
- Attractive compensation package (base salary + variable performance bonus)
- Company car, laptop, and mobile phone
- An international, growing company with short decision-making processes
- A collegial team and an open corporate culture

## **Apply now and help shape the future of exhibition construction**

If you enjoy building new customer relationships and are passionate about the trade show and event industry, we look forward to receiving your application.

Become part of our success story as **Business Development Manager (m/f/d) Germany!**

<http://www.aluvision.com>