

# We Are Hiring



**Sales and  
export  
employee  
international  
B2B  
(m/w/d)**



Location Dortmund Bodelschwingh | Functional area: Sales | Degree of employment: Full-time | Contract type: limited to one year | Based abroad : Remote

## Who we are

TIPP Oil Manufacturer GmbH Co. KG is a young company and manufacturer of the brand Tipp Oil - Made in Germany.

Our core business is the international B2B lubricant trade and raw materials trade with a broad product portfolio of car and lorry engine oils, universal oils for agriculture and construction machinery, two-wheel engine oils, two-stroke engine oils and gear oils. As an independent brand, Tipp OIL serves national and international trading partners and users from various industry segments with its wide range of lubricants, offering the optimum oil specifically for each area of application. We focus on waste avoidance instead of recycling and leave our green footprint with our „Rebottle“ system, a deposit system for our plastic bottles up to 20 litres. In all our activities and in all areas, interdisciplinary teamwork is a top priority - because it is only through a functioning network structure that we can achieve top performance through mutual support.

**Become part of our sales and marketing team. We look forward to your know-how, your expertise and your ideas.**

As a sales and export employee in the international B2B sector, you will face a wide range of challenges at the interface between the demand side in international area support and suppliers. Its core task is to provide personalised advice to interested parties from industry and commerce. He presents products or services to these customers as possible solutions. They also customise the offer to suit the local conditions. As a sales employee, he often has to make a selection from the product portfolio in order to customise the offer and conclude a contract. Information about the market, the environment and potential customers is essential. Important tasks therefore include analysing the market and obtaining information about competitor products..

## Roll up your sleeves here

- You will work closely with the management and develop the targets together with them, as well as coordinating the results with the management.
- Strategic and sustainable expansion of the international customer and distributor network
- Professional customer service, in particular generating new business and intensifying existing customer relationships and partnerships abroad

- Optimised evaluation and management of distribution partners
- Active interface management between customer, distribution partner and company in joint business development (including product developments and improvements, opening up new business areas, optimisation of business processes, strategy and future planning)
- Representation of the company in the target market, particularly at trade fairs, association and industry meetings.
- For business trips - planning through to completion; the back office team provides organisational support
- Active support and further development of existing international customer relationships
- Identifying, opening up and developing new international markets
- Responsible for sales and revenue development within your own customer base
- Clarifying delivery deadlines and project-related special requirements
- Qualifying new lead channels, acquiring new customers, clients and co-operations, networking activities
- Responsible for the process from receipt of order to delivery of goods In co-operation with internal contacts involved.
- Price negotiation with partners and support for key accounts
- Targeted de-escalation in the event of claims or other difficulties
- Taking over the support of our national and international customers, dealers and partner companies according to the one-face-to-the-customer principle.
- Independently expanding and maintaining existing and potential customers and establishing long-term business relationships

**A permanent position, an attractive salary and a team that is looking forward to meeting you!**

## You can score points with this

- You have a degree in economics or a comparable commercial qualification, as well as a great passion for the international sale of lubricants
- Furthermore, you have several years of relevant professional experience in international sales, planning/execution of projects in the lubricants industry.
- You can already demonstrate some success in the export business in a comparable position
- You have excellent communication skills in German and English (further foreign language skills are an advantage) in order to be able to interact confidently in an international environment
- You have a likeable and positive personality with assertiveness, initiative and negotiating skills, characterised by entrepreneurial and innovative thinking and action
- You are a convincing team player with negotiating skills, a hands-on mentality and at least a sense of humour ;-)
- You are resilient and show initiative
- Analytical and process-orientated thinking and the ability to independently develop pragmatic solutions for complex issues are your strengths
- You communicate clearly and openly, and you also succeed in convincing and involving others.

## We want to collect plus points with this

- Onboarding: An intensive induction programme during which you will get to know your tasks and the Tipp Oil team
- As part of the Tipp Oil team, you will take responsibility for a wide range of activities in your area of work
- Flat hierarchies, fast decision-making processes
- Come as you are: Without a fixed dress code, everyone can dress as they feel comfortable with us
- Flexibility: Trust-based working hours and mobile / remote working
- Future: Permanent employment with 30 days' holiday in a 40-hour week (full-time)

## Interested?

Then we look forward to receiving your full application, stating your possible starting date and salary expectations, addressed to Mr Sebastian Maier

Mr. Sebastian Maier | E-Mail: [s.maier@tippoil.com](mailto:s.maier@tippoil.com)