

To strengthen our interim firm, we are looking for experienced freelancer

Associate Partner in F&P Sales

You have a university degree and at least 10 years of experience in a management position in business development and sales.

Furthermore, you have excellent contacts with industrial companies and/or their service providers and a resilient network with potential clients in the consumer and capital goods industry, industrial service providers: management consultancies, head-hunters, interim providers or to banks, private equity, insolvency administrators and law and accountancy firms.

We offer you as **Sales Associate Partner** with F&P a very strong and renowned brand and ideal infrastructure to build up your own profit centre. In case of success, you can become a shareholder/partner of F&P AG.

Your responsibilities:

- Proactive sales activities (pre-sales and active customer approach, etc.)
- Acquisition of new customers in close cooperation with industrial companies and/or their service agents
- Operational support of the F&P sales management
- Close cooperation with the head of the F&P expert groups
- Close cooperation with marketing
- Market research and vacancy research
- Proposal preparation and contract execution in cooperation with the F&P sales management
- Manage the selection process of consultants / interim managers in response to mandate request
- Reporting to the sales management

In order to ensure successful cooperation, we expect the following from you as a future Sales Associate Partner the following personal

Qualities and Skills:

- Distinct acquisition skills and experience in the acquisition of mandates
- Pragmatic and solution-oriented approach, Hands-on mentality
- Outstanding communication skills and fluency in German and English language skills
- Experience and deep understanding in the field of marketing/sales
- Entrepreneurial ambition to join the partner circle
- Knowledge and experience in the use of Office software (MS 365) and CRM systems
- Use of modern social media such as LinkedIn and XING

We look forward to receiving your application!

Interim Manager & Unternehmensberater

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Vorstand

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