



WE'RE LOOKING FOR YOU!

For over 132 years, Heinrich König GmbH & Co. KG has been synonymous with innovative and reliable products for the maintenance and preservation of surfaces. As a market leader, we develop and manufacture tailored coating systems, fillers, cleaning agents, and care products for professionals in industry, trade, and the DIY sector. We prioritize long-term relationships not only with our customers and partners but also with our employees.

To strengthen our team, we are seeking a Sales Representative with a strong network in manufacturing sectors, such as the furniture, window, automotive industries, or similar fields, to start as soon as possible.

Travelling Salesman and Application Consultant for Surface Repair (m/f/d)

For the North-West region of Germany

Your profile:

- A technical or commercial background, with a passion for field sales and ideally a track record of success with complex products.
- Sales experience in coatings, paints, or related surface repair products.
- Several years of field sales experience, with enthusiasm and resilience.
- Willingness to travel, including overnight stays.
- Confidence, teamwork skills, a positive attitude, and a love for sales.
- Proficient in MS Office applications and CRM software.
- A desire to contribute to our long-term success and to strengthen our market-leading position.

What we offer:

- A performance-based compensation model with a base salary plus variable pay, company vehicle, modern communication tools, and a robust CRM system.
- Training and development opportunities through external courses and in our in-house training center.
- A positive, team-oriented work atmosphere.

Your future responsibilities will be:

- Provide support and consultation to our customers within your assigned sales region.
- Expand your existing customer base and attract new prospects and clients.
- Independently plan and organize appointments in a structured manner.
- Collaborate with the sales team to implement company strategies and achieve set goals.
- Identify new target groups and markets for our products.
- Develop creative ideas to ensure long-term customer loyalty.

Interested?

If we have piqued your interest, we look forward to receiving your detailed application (cover letter, CV, and certificates) as a PDF via email. Please send your application to karriere@heinrich-koenig.de