



SWAROVSKI



Sales Manager Automotive (f/m/d)

[Bewerben](#)

📍 Wattens, AUT

📅 Vollzeit

🕒 Vor mehr als 30 Tagen ausgeschrieben

📄 R-100386

At Swarovski, where innovation meets inspiration, our people desire to explore, experience and create. As a Sales Manager Automotive you will get a chance to work in a rewarding role within a diverse team that is pushing boundaries. Be part of a truly iconic global brand, learn and grow with us. We're bold and inventive, revealing astonishing things like no one else can. A world of wonder awaits you.

About the job

Your responsibilities include, but are not limited to:

- Driving and ensuring long-term sales business relationships with premium and luxury automotive manufacturers, including identifying and analyzing market trends and customer needs within the luxury automotive industry.
- Building and nurturing relationships at the highest management levels with key clients, including regular meetings with top decision-makers
- Leading acquisition and execution of large projects including monitoring project budgets, schedules, and adherence to high-quality standards.

- Creating accurate sales forecasts and budgets for the area of responsibility, and monitoring sales performance against defined department objectives.
- Ensuring pricing strategy and managing complex negotiations for high-volume contracts with customers and partners.
- Coordinating contract negotiations with legal departments and other relevant interfaces of the negotiating parties.

About you

We are looking for a unique and amazing talent, who brings along the following:

- University degree/Education, preferably in Business Administration and Management, Engineering, Quality Management or a related field
- Minimum 5 years of professional experience in sales management and Key Account Management, preferably within the automotive industry.
- In-depth understanding of B2B sales processes and Automotive Core Tools (FMEA, PPAP, APQP, MSA, 8D)
- Strong negotiation skills with experience in high-level negotiations.
- Excellent customer relationship and project management skills
- Exceptional communication and problem-solving abilities
- Excellent English proficiency and a good command of German

What we offer

You can expect a range of benefits, including:

- Swarovski products discounts
- Employee Assistance Program
- Volunteering leave
- Learning and development programs
- Flexible working time models (flextime, home office, part-time, etc.)
- Travel allowance/public transport ticket/bike leasing
- Company subsidy for lunch in the canteens
- Company pension plan (from the 3rd year of employment)
- Childbirth grant, other personal allowances, if applicable
- Company day care center, summer holiday care for children
- Free sports and health programs
- Voluntary profit-sharing
- Subsidy for private health insurance
- Loyalty benefits such as bonuses, anniversary gifts, etc.
- Rent of company apartments for the employees

Masters of Light Since 1895

Swarovski creates beautiful crystal-based products of impeccable quality and craftsmanship that bring joy and celebrate individuality.

Founded in 1895 in Austria, the company designs, manufactures and sells the world's finest crystal, gemstones, Swarovski Created Diamonds and zirconia, jewelry, and accessories, as well as crystal objects and home accessories. Swarovski Crystal Business has a global reach with approximately 2,400 stores and 6,700 points of sales in around 140 countries and employs more than 18,000 people. Together with its sister companies Swarovski Optik (optical devices) and Tyrolit (abrasives), Swarovski Crystal Business forms the Swarovski Group. A responsible relationship with people and the planet is part of Swarovski's heritage. Today this legacy is rooted in sustainability measures across the value chain, with an emphasis on circular innovation, championing diversity, inclusion and self-expression, and in the philanthropic work of the Swarovski Foundation, which supports charitable organizations bringing positive environmental and social impact.

Swarovski is an equal opportunity employer. We give our people the guts to celebrate individuality and pride ourselves on creating a workplace where people feel involved, respected, valued, connected, and heard. A place where anyone/everyone belongs. All aspects of employment including the decision to hire, promote, discipline, or discharge, will be based on merit, competence, performance, and business needs. We do not discriminate based on race, color, religion, marital status, age, national origin, physical or mental disability, medical condition, pregnancy, gender, sexual orientation, gender identity or expression, veteran status, or any other status protected under the law of the countries we operate in.

Due to legal reasons, we advise that the collectively agreed base monthly salary for this position is at least € 3725,23 gross. Our actual salaries are market competitive and take individual qualifications and experience into consideration.

#LI-Hybrid

Erschaffe eine Welt der Wunder



Bei Swarovski zu arbeiten bedeutet ein Teil eines größeren Ziels zu sein. Du kannst einen positiven Einfluss ausüben und Wunder bewirken, indem du deine einzigartigen Ideen zum Leben erweckst. Gemeinsam inspirieren wir die Welt der Inneneinrichtung, der Mode, der Kultur, des Films und der Unterhaltung.

Einstellungsprozess bei Swarovski

Du bist nur ein paar Schritte davon entfernt, ein Teil unserer Welt der Wunder zu werden.

Wähle die Stelle aus, die dich am meisten reizt, schreibe deinen Lebenslauf und schicke deine Bewerbung ab. Sobald deine Bewerbung sorgfältig geprüft wurde, werden wir uns mit dir in Verbindung setzen, um dir weitere Fragen zu stellen, dich über die Stelle zu informieren und dir die nächsten Schritte mitzuteilen.

Wenn du erfolgreich bist, laden wir dich zu mindestens einem Vorstellungsgespräch ein und können dich bitten, eine Fallstudie vorzubereiten oder einen Test zu machen. Du wirst auch Zeit haben, deine Fragen zu stellen.

Lebenslauf-Tipps für deinen Traumjob

Der erste Eindruck zählt: Gestalte deinen zweiseitigen Lebenslauf professionell und ästhetisch.

Füge die wichtigsten Details hinzu, die zeigen, dass du für die Stelle gut geeignet bist, und konzentriere dich auf

deine Fähigkeiten, Projekte, Erfolge, Ergebnisse und Ausbildung.

Sag uns, wie gut du Fremdsprachen sprichst/schreibst.

Wir lesen gerne die Zusammenfassungen von Bewerberprofilen mit Zielen und Leidenschaften - sie unterstreichen deine Persönlichkeit und Motivation.

Wenn du noch am Anfang deiner beruflichen Laufbahn stehst, zeige deine Individualität und hebe die Details hervor, die für die Stelle relevant sind (z.B. Praktika, Freiwilligen- oder Aushilfsjobs, Online-Kurse, Zertifikate, Austauschprogramme im Ausland).

[Weniger](#) ^

Du konntest deinen Traumjob nicht finden? Stell dich selbst vor

Start

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