

LEIPA UK Ltd. | Farmhouse 1 & 2 | Yew Tree Farm |
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Job Title: Sales Manager – Flexible Packaging
Location: United Kingdom (Remote with Travel)
Reports to: Head of Sales, LEIPA Flexibles / UK Managing Director
Type: Full-time, Permanent

About LEIPA

LEIPA is a family-owned, innovative, and sustainability-driven company with over 170 years of expertise in paper and packaging solutions. As a market leader in environmentally responsible products, LEIPA delivers world-class paper-based flexible packaging materials to clients across various industries. With headquarters and manufacturing facilities in Germany, and a strong presence across Europe, LEIPA UK plays a vital role in our customer-centric service model.

Position Overview

LEIPA UK is seeking an experienced and dynamic Sales Manager to lead and grow our Flexible Packaging segment in the UK. This is a pivotal role, replacing a long-standing team member who is retiring. The ideal candidate will bring a deep understanding of the flexible packaging industry, particularly in extrusion lamination and dispersion coating technologies, and demonstrate a proactive, self-managed approach to building client relationships.

Key Responsibilities

- Drive sales and manage key customer relationships within the UK flexible packaging sector.
- Identify and develop new business opportunities, with a focus on long-term customer partnerships.
- Maintain a strong understanding of technical product specifications and applications, especially regarding composite materials.
- Liaise closely with colleagues and technical teams based in Germany, including occasional travel to our production mill in Schrobenhausen.
- Act as the primary commercial point of contact for flexible packaging customers, ensuring exceptional service and support.
- Manage your own schedule and travel extensively to visit customers, and represent LEIPA UK professionally.
- Monitor market trends, customer feedback, and competitor activity to inform strategic decisions.

Must-Have Requirements

- Proven track record in sales within the Flexible Packaging industry.
- Deep knowledge of extrusion lamination, dispersion coating, and composite materials.
- Ability to work independently and manage your own diary effectively.
- Excellent communication and interpersonal skills, including cross-cultural communication with German colleagues.
- High willingness and ability to travel across the UK regularly and occasionally to Germany.
- Fluent in English (written and spoken); German language skills are a plus but not essential.

Desirable Experience

- Familiarity with paper-based laminates and sustainable packaging innovations.
- Experience in supplying packaging solutions to the food and pharmaceutical sectors.
- Background in working with or for a European manufacturing company.
- Strong technical acumen and the ability to translate technical features into commercial benefits.

What We Offer

- Competitive salary based on experience
- 25 days holiday per year (plus public holidays)
- Company car allowance
- Mobile phone and laptop
- Life insurance
- Private medical insurance
- Opportunity to join a supportive, family-owned business with a focus on innovation and sustainability

How to Apply

If you are a motivated and knowledgeable sales professional with a passion for flexible packaging, and you're looking to join a company that values quality, integrity, and sustainability, we'd love to hear from you. Please send your CV and a short cover letter to Mr Uwe Bözl (uwe.boelz@leipa.com).