



PR/086801 | Telecom Sales Manager (100% Remote Work)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1506422

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

November 26th, 2024 10:11

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

OVERVIEW

A global telecommunication and radio technologies provider with advanced systems and solutions in a variety of product lines in diverse industries. Now expanding their business in Germany.

KEY REQUIREMENTS

- Experience in sales or business development with a proven track record in the radio, wireless technologies, or telecommunication industries.
- German and English communication skills.
- Able to work as a single contributor in the DACH region.

JOB RESPONSIBILITIES

- Responsible for a wide range of wireless and telecommunication products and equipment for example smart radios, transceivers, professional mobile radio, LTE broadband, Tetra, DMR, 4G/5G systems, CCTV, etc.
- Play a crucial role in business expansion and development in targeted areas: Germany, Austria, and Switzerland (DACH)
- Leverage sales data to identify sales opportunities and develop comprehensive business strategies to accomplish sales objectives through distributors and resellers channels
- Maintain relationships with existing clients and together grow business opportunities with new clients
- Collaborate with the marketing team to develop promotional activities and campaigns as well as maximise market presence by participating in trade fairs, conferences, and seminars to increase the noticeability of the company and products

JOB REQUIREMENTS

- At least 5 years of experience in Sales, Business Development, or Key Account Management
- Experience in telecommunication technology and products
- Strong channel sales management experience is a must
- Business level in German and English communication skills
- Able to travel in assigned areas and other countries in EU
- Eligible to work in Germany

#LI-JACDE

#countrygermany

Company Description