



PR/086764 | Wifi OEM Sales Manager / Full-remote / German, French, Italian or Japanese speaking (m/f/d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1506442

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

November 26th, 2024 10:12

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

COMPANY OVERVIEW

A renowned global leader in the field of wireless connectivity solutions is seeking a dynamic OEM Sales Manager to join its European team. The successful candidate will focus on driving growth by securing new business opportunities, building key customer relationships, and achieving sales targets within the designated region. This role is ideal for someone with a robust understanding of the technical sales environment and a passion for innovation in connectivity technologies.

JOB RESPONSIBILITIES

- Effectively qualify sales opportunities and manage a strategic sales pipeline.
- Proactively engage with target accounts to expand market presence and penetrate new sectors.
- Utilize CRM tools (Salesforce) to track engagements and update sales opportunities meticulously.

- Forge strong relationships with key stakeholders and maintain close partnerships with channel partners.
- Articulate product value propositions and negotiate deals that align with company goals.

JOB REQUIREMENTS

- OEM sales experience at least 3 years
- “Hunter” spirits, proactively meeting customers face to face
- Bachelor’s degree in Business, Engineering, or a related field, or equivalent professional experience.
- Minimum of five years’ experience in sales within the technology, electronics, or semiconductor industries.
- Strong command of Microsoft 365 and proficiency in CRM software, preferably Salesforce.
- Exceptional communication skills in English and German; additional languages such as French are advantageous.
- Willingness to travel extensively across Europe (25-50%), with occasional international trips to USA and Japan.

PREFERRED SKILLS AND EXPERIENCES

- Prior experience in selling Semiconductor, electronics, Wi-Fi and Bluetooth Low Energy (BLE) enabled devices.
- Embedded sales experience
- Box product experience (Access Points, Serial Devices, Wireless Bridges)
- A history of engaging with technical teams and leveraging technical expertise to close sales.
- Familiarity with industry-leading semiconductor technologies and software-hardware integrated solutions.
- Desired to add management responsibility in the future

BENEFITS AND OTHERS

- Attractive compensation package, including a competitive base salary and incentive plans.
- Comprehensive benefits including health, dental, and pension plans.
- Flexible work arrangements with the full-remote work (monthly visit to the office location required.)
- Continuous professional development opportunities and a path towards leadership roles.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#countrygermany #LI-JACDE

Company Description