



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

募集職種

人材紹介会社

ジェイエイシーリクルートメントドイツ

求人ID

1502895

業種

その他（商社）

雇用形態

正社員

勤務地

ドイツ

給与

経験考慮の上、応相談

更新日

2024年11月12日 10:25

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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

会社説明