



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

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

1507615

業種

その他（メーカー）

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12月03日 10:32

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

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

会社説明