

We are looking for full-time as soon as possible a

## **SALES MANAGER | Focus: Bids & Projects, INTERNATIONAL SALES (M/W/D)**

in Lüdenscheid

At ASSMANN Electronic GmbH, headquartered in Lüdenscheid, Germany, we are manufacturers and see ourselves as a solution provider for data network technology with products of our established DIGITUS® brand for the areas of network technology, network and installation cables, network and server cabinets, computer cables, computer components, and video solutions.

Our DIGITUS® brand was introduced in 1994 and is now known worldwide for its high-quality product portfolio and excellent price-performance ratio. Today, we are active worldwide with 11 successful branches. With a well-maintained supplier network in the Far East and Europe and a global distribution system, we have firmly established ourselves in the market.

### **YOUR FIELD OF ACTIVITY:**

- Business development and demand generation in close coordination with the Director International Sales
- Targeted acquisition to open up new customer potential
- Strategic penetration of the assigned customers
- Expansion and further development of existing business relations and partnerships within Europe
- Creation and calculation of customer-specific offers and projects
- Development and management of a project pipeline (sales-funnel management)
- Preparation and review of project applications/special bid requests, follow-up and project support
- Regular updates and feedback on existing projects using the CRM system
- Responsibility for achieving sales targets
- Identification of partners according to the focus products of ASSMANN Electronic GmbH
- Segmentation of strategic markets in the region
- Follow up on current and dormant leads

### **YOUR QUALIFICATIONS:**

- Must be a graduate from an accredited tertiary institution or completed commercial training
- Must have several years of sales experience in the IT channel and/or the sale of technical solutions (IT network technology, structured cabling)
- Must possess a very good written and spoken English skills
- Must have a binding appearance, organisational skills, a self-reliant, and structured working style
- Must be IT efficient with a very good skills in the handling of Microsoft Office
- Must be a very good, manufacturer-independent product knowledge in the data network and component area

### **OUR OFFER:**

- Exciting and varied tasks with creative freedom in an interesting, varied, international and innovative environment
- A sound familiarisation and integration into a strong and motivated team
- Responsible cooperation in a very good working atmosphere
- A fair income and long-term career opportunities
- Flexible working hours, company pension scheme, employee discounts, employee events and much more
- Support by a trained and experienced international customer service team
- Short information paths
- A very friendly intercultural working environment
- Opportunity to travel around to experience international business relations and customer interaction

If you are interested in an employment in our company, we look forward to getting to know you. Please send us your complete application documents, including salary expectations, preferably by email.

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Please note: All our job advertisements are always addressed to applicants regardless of age, gender, ethnic origin, sexual orientation, religion and disability. We select applicants according to their qualifications for the position in question.