

HILL

Our client is one of the leading distributors and representatives of world leading brands in process instrumentation and controls, providing a wide range of equipment as well as technical solutions and project execution services to their customers. In order to strengthen their sales results and lead the team of experienced Program Managers, they are looking for an independent and decisive manager for the position of a

Sales Manager - process instrumentation and control -

Requirements:

- > university degree in electro technical sciences, technology or mechanical engineering
- > strong sales and people management experience
- > very good knowledge of instrumentation and process control technologies
- > familiarity with commercial and financial aspects of business
- > excellent knowledge of English and strong PC skills are prerequisites, while knowledge of another foreign language shall be an asset
- > independent, authoritative, detail oriented and analytical manager with strong goal orientation
- > ability to lead and motivate the team and make own decisions

Responsibilities:

- > annual sales planning and budgeting
- > achievement of set strategic and operational targets within the agreed frames
- > organization, leading, motivation, support and control of the sales team
- > active analysis of market needs and trends as well as of competitors' activities
- > continuous improvement of team performance through maximal utilization of business opportunities

Our client is offering a highly responsible and inspiring position within a stable and renowned company along with very good working conditions and opportunity for further professional development.

In you feel up to the challenge of this position please send your CV and application letter to our mail address, with full confidentiality.

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