

Position: Sales Manager

Report to: General Manager

The Sales Manager is responsible for managing the sales process from the lead qualification to the closing of the sales contract / receipt of the order, the delivery and until its payment. The Sales Manager is responsible for increasing turnover and market share in the assigned territory. The Sales Manager must develop a complete knowledge of the assigned territory for Mipot product lines.

Roles and responsibilities

- Identify and validate potential customers
- Identify, validate and develop new opportunities
- Collect and share in Mipot information about market and technology trends, competitors and customers
- Develop and present offers to customer based on in-depth knowledge of customer requirements
- Negotiate and close sales transactions
- Be the main contact for the customer
- Manage clients and develop long-term customer relationships
- Contribute to the promotion activity by participating in fairs
- Contribute positively to the sales team
- Manage the annual sales budget for the assigned territory
- Manage the different sales channels in the assigned territory in line with the sales strategy defined with the sales management
- Travel to visit potential and current customers

Competences:

- Knowledge in electronic engineering, skills in business administration with experience in selling electronic components and electronic production services
- At least 2 years of experience as Sales Manager on domestic or international markets in selling electronic components and electronic production services
- Fluent in English - other languages will be a plus
- Be able to prepare offers, negotiate contracts
- Excellent communication skills, presentation and organization to be able to interact with the client at every level
- 25% of travel time
- Skilled in using computer tools for word processing, spreadsheets, presentation tools and e-mail
- Competence in radiofrequency technology

Contacts:

If you are interested in this challenging position, please send your complete application documentation (motivation letter, CV, diplomas/certificates) by e-mail to job@mipot.com