

Job Description

Territory Manager DACH (m/f/d)

1. Company

For a leading multinational European manufacturer of industrial counting and control components with market presence around the globe we are looking for a Territory Manager DACH (m/f/d).

Within a multinational corporation the product range consists of counters, rotary encoders, industrial controllers, temperature controllers and relays and is supplemented by printers and cutters. Our client is a member of a global group of companies yielding more than 6 billion Dollars sales and exhibiting two-digit growth rates and apart from attractive job conditions offers numerous development opportunities within a multinational corporation.

2. Vacancy

For our client we are offering a position in Home-Office as

Territory Manager DACH (m/f/d)

Main responsibilities and tasks:

- Develop and implement the sales and marketing strategy with key accounts, distributors and small direct customers in the defined territory in order to facilitate the achievement of short- and long-term business objectives for both the company and target accounts.
- Grow the business and capitalize on the unfolding opportunities in the respective area for all products and services. Responsible to develop and execute the business plan for the territory (including the usage of the KAM toolbox as well as growth action plans) with a strong focus on new business generation
- In particular to identify, appoint and manage additional channel partners so as to grow the network and complete geographical cover for all products
- Maintain the existing channel partners in the territory including distributor standard work and achievement of distributor sales targets
- Work with other members of the sales and marketing teams to introduce, develop and support all product lines in the accounts
- Interfaces with customers at all levels and across their organizations
- Interaction with other members of the EMEA sales team
- Increase sales by forging more developed relationships with target channel partners and customers by proactively developing new business contacts throughout the respective enterprises. Develop and maintain key senior-level contacts with all decisions makers/influencers in the target organizations.

3. Qualification and Profile

- Graduate in technical discipline or comparable qualification preferred
- 3 years business to business sales experience
- Consultative and solution-based experience in a high tech environment
- Proven talent in negotiations
- Be involved and take a hands-on role in the sales process.
- Help formulate, and develop business strategies and plans to achieve targeted growth and maximize market opportunities for both the company and channel partners.
- Monitor and analyze market and customer activity to provide information for long-term planning and business expansion.
- Increase sales by understanding the customers' detailed requirements and needs, and by using specialist expertise to proactively develop new business opportunities. Make presentations and run seminars/workshops for and with customers.
- Liaise and collaborate heavily with sales, marketing and tech support to ensure strategic product needs of channel partners are met, bringing new business to the company.
- Ensure excellent communication is maintained with the target channel partners and customers to ensure a coherent strategy is presented.
- Drive expansion and maintenance of the customer database maintained in the CRM system
- Drive lead generation through effective database management, telemarketing and other lead generation campaigns
- Drive expansion and maintenance of the company's opportunity funnel in the region; provide and maintain an accurate sales forecast on a weekly, monthly and quarterly basis
- Fluent language skills in German and English, other languages welcome

4. Others

The candidate (m/f/d) agrees to keep private all information he has become known as part of the application process, especially address, position, company name and contact person of the customer of TW CONSULT and that he will not give any information to others.

5. Contact

Please forward your application including your salary expectations and notice period to by mail to info@tw-consult.com

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