

Join our Team!

As

Area Sales Manager (m/f/d)

for Northern Europe

This is us

When it counts: We are a leading manufacturer of professional communication solutions which are used in the most difficult environmental conditions. Fire departments, industrial users, airlines, airports and especially police and defense forces trust our products. In the last years, we have enjoyed continued successful growth, which we would like to support, especially in the international markets. For this reason, we will strengthen our international sales team in particular.

Key Facts

- Employees in the Group: approx. 130
- Headquarters: close by Frankfurt, Germany
- Establishment: 1985
- Sales volume: 30 m. Euro (2023, record result)
- Intl. sales structure in 17 countries
- Three subsidiaries (US, Spain & Germany)
- Use of product in > 40 selected countries

Your duties

- Taking care of existing customers in the defined sales region (mainly Sweden, Norway, Denmark & Finland)
- Expansion of the customer base through active acquisition
- Driving commercial growth in the sales region
- Technical consulting and product presentations for sales partners and end customers
- Representation of our company at exhibitions
- Reporting the status of activities and projects as well as order forecast in the CRM-Software

Your qualifications

- Completed technical or commercial education
- Experience in field sales with described customer groups and especially with the military/police sector
- Excellent communication skills in English
- Convincing and representative appearance in business
- Target-oriented and independent working methods
- Intercultural competence
- Flexibility and ongoing willingness to travel, including overnight stays
- Place of residence in or on the border to the described sales area
- Lateral entry possible with a background in the police or military sector

Our offer to you

For us, you are the focus. In addition to an attractive salary package, we offer you many benefits around your work-life-balance and your individual development.

- Performance-related bonuses & special payments
- Hybrid working model with flexible working hours
- Cost coverage for regular training and further education
- Short decision-making paths thanks to flat hierarchies
- Employee events
- Powerful IT equipment
- Company car

You are convinced and would like to be part of our successful team? We are looking forward to receive your application to personal@ceotronics.com

