

International sales management role at measurement technology market leader.

Our US-based client is a global expert in communication, monitoring and control for industrial automation and networking. The company has been delivering innovative solutions for over forty years. The award-winning technology enables companies worldwide to gain real-time data visibility that drives productivity. As an organization with a significant and exciting foothold in the Industrial Internet of Things (IIoT) space, our client is seeking partnerships for solutions-based sales through deployment of a number of Voice of Customer strategies and is exploring additional market opportunities to provide software and service beyond the initial point of sale. The firm is fully owned by a UK-based company listed at the London Stock Exchange with more than \$ 2 mio. revenue and nearly 10,000 staff. In order to achieve the next level of sales opportunities we are looking for the

Director of Sales Europe (m/f/d)

Reporting directly to the global top-management, you will be the key component of the sales team to evaluate and develop the go-to-market strategy for Europe, primarily for the key-markets Germany, France, and UK. This position is responsible for leading a sales organization with currently nine professionals and creating a structure to implement the future strategy and to achieve the sales targets and organizational objectives. Besides cultivating the relationship to existing distributors, the hired manager will have the opportunity to drive a more thoughtful, strategic approach to the distribution channel. In addition, new emphasis will be placed on establishing direct solution-based sales to reach our client's end customers, particularly the key-accounts.

We are seeking a convincing and strong sales leader with great interpersonal skills, courage and conviction who can set and will manage the future direction of the sales team and strategy in the a.m. countries. You need to have a keen interest and understanding in automation and networking technology as well as IIoT. Coming from an OEM manufacturing leader or technical distributor, you combine a strategic mindset with strong solution-based sales abilities. You are experienced in both a direct and distribution sales environment and you communicate well in English as well as in German. The candidate must be willing and capable to travel within your territory extensively.

We are offering a management role with remarkable responsibilities in a well-positioned company with a top reputation in its market. Outstanding candidates will have the opportunity to build and to manage a team of qualified and highly motivated staff across several locations. He/she can set a mark thereby establishing his/her own reputation by soundly creating the company's sales achievements in the dedicated region and will find significant opportunities and a rewarding career choices within the organization. We encourage you to exchange ideas of this opportunity by phone with us first. Certainly, we assure you of our full discretion and will respect non-disclosure notices and GDPR. You are invited to send your meaningful application documents with remuneration requirements and availability stating no **BC 100085** to simone.haeberlin@busold-consulting.de

BUSOLD CONSULTING GMBH

Loogestieg 7 • 20249 Hamburg • Telefon +49 / 171 / 7641268

www.busold-consulting.de