



Job Description

Job Title: Sales Account Manager
Location: UK/Germany
Reports To: European Sales Manager
Department: Sales Department

Summary: The primary focus of this position will be accountability for the sales performance of the assigned geographic region.

This will include Germany and possible adjacent territories.

Emphasis will be on the management/development of current accounts as well as the creation of new business.

Targets are expected to be met or exceeded.

Location will be based in either UK (Basingstoke) or Germany with travel between the two a requirement.

Duties and Responsibilities include the following. Other duties may be assigned.

1. Candidates are expected to demonstrate an energetic approach to the role and be always looking for means to enhance their area's sales performance.
2. Seek new product opportunities outside current market segments.
3. Coordination and cooperation with other territory team members to jointly develop accounts within client sets which span across geographical boundaries.
4. Impart product knowledge to others through meetings, presentations, trainings, updates on new product development and technology
5. Provide Sales Reports, forecasts, or other materials/information as needed and requested by the European Sales Manager.
6. Travel to meet and grow customer base
7. Support ongoing Sales efforts in the areas of "consumables," test equipment, and polishing equipment
8. Oversee proposals and negotiation of contracts
9. Attend trade shows, conduct market research and keep abreast of new technology

Job Description: Sales Account Manager(continued)

Skills:

- **German verbal and written skills essential**
- Interpersonal Communication Skills
- Teamwork
- Customer Relations
- Professionalism
- Organization
- Time Management
- Decision Making Skills
- Salesmanship
- Diplomacy
- Negotiations
- Presentation
- Closing and Prospecting Skills
- Market Knowledge

Qualifications:

- BA or Technical degree or equivalent working experience. Experience with connectors, cable assemblies, or similar electro-mechanical devices.
- 4-5 years experience in direct sales to OEM's, developing territories and new business.
- Ability to travel 40-50%.
- Background in fiber optics required
- Proficient with MS Office. Knowledge of Netsuite a plus