



To reinforce our international sales team, we are seeking a home based

SALES DIRECTOR EMEA [all genders]

Team up with us! Vincotech, a group company within the Mitsubishi Electric Corporation, is a market leader and reliable partner in power modules. The enterprise develops and manufactures high-quality electronic power components for motion control, renewable energy, and power supply applications. Headquartered in Unterhaching near Munich, Germany, Vincotech also owns and operates a production site in Bicske, Hungary, and maintains sales offices around the world. With some 800 employees worldwide, Vincotech delivers off-the-shelf products and application-specific solutions with utmost empathy for customers' needs – fast and flexible.

The Sales Director EMEA, as part of the global management team, contributes to the strategic development of the business with the objective of ensuring efficiency, customer satisfaction, profitability and business growth. He/she will directly report to the VP Sales and Marketing.

Your skills are in demand. We need you to:

- / Lead, develop and motivate the European sales team, manage human resources within the team to assure highest performance
- / Support the sales team members in communication and negotiation with customers in order to ensure the sales targets
- / Be accountable for planned sales objectives on an annual basis
- / Develop and implement business development strategies based on market and account size
- / Win significant business opportunities for the company
- / Ensure the prospective customer receives professional service at all levels from the company
- / Close collaboration with other key areas and departments of the company in order to ensure alignment and increase operational effectiveness

You are:

- / A team leader with excellent interpersonal communication, presentation and negotiation skills and the ability to handle challenges even in critical situations in a competent and confident way
- / Customer-focused with great business acumen
- / An analytical mindset and conceptual approach
- / Highly self-motivated and results-focused
- / Open-minded and straightforward personality
- / Fluency in English and German

Your credentials are persuasive. You have:

- / Engineering degree, preferably Electronics or Power Electronics Engineering
- / At least 3-5 years of experience in successfully leading and motivating an international sales team
- / Proven track record in quota-bearing sales in the industrial electronics B-to-B industry with long sales cycles up to two years, preferably in industrial power conversion
- / Deep market knowledge – specifically in motor drives, solar inverters, power supplies
- / A proven track record in developing business from new accounts
- / Experience in international business interfacing with multiple cultures

We walk the talk. We offer an opportunity for you to:

- / Vincotech is a key enabler of efficient and affordable energy use everywhere, which is one of the most important megatrends of our society and a necessity for generations to come. Be a key and highly visible leader in the pursue of our mission.
- / Be part of a motivating company culture where flat hierarchies and quick decision-making are realities rather than wishful thinking
- / Find long-term career prospects, an attractive salary, very good benefits and a company car – all this can be part of your priority package at Vincotech