



To reinforce our European sales team, we are seeking a in Germany home based

## SALES MANAGER

[all genders] **(POWER SEMICONDUCTOR MODULES)**



Vincotech is the go-to source for power modules that drive motion control, renewable energy, and power supply applications. We work hard to deliver off-the-shelf and made-to-order products to meet all our customers' needs.

**Fast and flexible is our motto. Everything we do gets done with the future in mind. This is where you come in.** Join us, a successful market leader and reliable partner, to help build a better tomorrow with sustainable technologies. Let's make an impact together.

Headquartered in Unterhaching near Munich, we also own and operate a plant in Bicske, Hungary, and maintain sales offices around the world. Our global team of 900 people welcomes you to Vincotech, a Mitsubishi Electric Corporation company.

### **Your skills are in demand. We need you to:**

- / Maintain and expand productive, professional relationships with key personnel in strategic accounts at all levels
- / Take over strategic key accounts and continue the development of these accounts
- / Identify and develop suitable business opportunities, convert opportunities into design-in awards, also in collaboration with the regional FAE team and all functional managers
- / Win new customers as well as significant business opportunities for the company as part of the development and implementation of your sales strategy to meet your budgeted sales goals
- / Manage customer and project information with the professional CRM System
- / Make weekly reporting that summarizes your weekly activities and plans for the upcoming week

## **Your credentials are persuasive. You:**

- / Have solid sales experience in electronics/semiconductor B2B industry market (preferably in motor drives, UPS, solar inverters) with long sales cycles up to 2 years
- / Have a BSCEE or at least five years of professional experience of technical sales
- / Show a high sales profession with good track record of achievement and a proven record of developing business from new accounts
- / Have excellent presentation and communication skills as well as fluent command of spoken and written English and German
- / Are a reliable, open-minded and convincing person
- / Have a highly self-motivated, organized and well-structured working style

## **Join us and take this opportunity to:**

- / Be a successful sales manager selling attractive products in a highly customer-oriented environment
- / Be part of a company, which 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
- / Drive change and have a direct impact on future business and the future of Vincotech
- / Be part of a motivating company culture where flat hierarchies and quick decision-making are realities rather than wishful thinking
- / Find an attractive salary, very good benefits and a company car – all this can be part of your priority package at Vincotech

We welcome your application and look forward to discussing how Vincotech can become your next career choice.

### **Vincotech GmbH**

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**Vincotech**