



To reinforce our European sales team, we are seeking a home based (preferably north of Germany)

SALES MANAGER (all genders) (Power Semiconductor Modules)

Team up with us! Vincotech, a group company within the Mitsubishi Electric Corporation, is a market leader and reliable partner in power modules with a focus on sustainable technologies. 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.

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 "Salesforce.com"
- / Weekly reporting that summarizes your weekly activities and plans future week

Your credentials are persuasive. You have:

- / Solid sales and experience in electronics/semiconductor B-t-B industry market (preferably in motor drives, UPS, solar inverters) with long sales cycles up to 2 years
- / BSCEE or at least five years of technical sales
- / High sales profession with good track record of achievement and a proven record of developing business from new accounts
- / Excellent presentation and negotiation skills as well as fluent command of spoken and written English
- / Reliable, open-minded, honest
- / Highly self motivated and driven as well as organized and well structured

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

- / Be a successful sales manager selling attractive products in a highly customer oriented environment
- / 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

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