

For our client, GN Netcom, international market leader, which develops, produces and markets innovative solutions for personal communication, we are looking for the candidates for the position of:

BUSINESS DEVELOPMENT MANAGER B2B

Position reports to: Sales Director, Eastern Europe Department:CC&O Headsets Eastern Europe
Location:Warsaw/Kraków

The Role:

- Responsible for meeting or exceeding set revenue and profit target for area of responsibility within the BTB Headset Business in chosen Eastern European countries (Poland, Ukraine, Baltic, Hungary) – Primary focus will be office headsets within Poland.
- Grow revenue, market share and profits by optimising sales through existing partner, identify new reseller channels, contact centers etc.
- Implement marketing plans and initiatives to achieve the required market push and pull; develop Partner Program
- Participate in building up Jabra headsets brand in Poland & Eastern Europe, together with Sales Director

Responsibilities:

- Development Business/Account strategies into new channels as required meeting objectives.
- Integrate and challenge the existing partners and distributors
- Focus on identifying office market and contact center opportunities
- Direct touch activities / lead generation /product presentations at end-users
- Responsible to achieve targets in Revenue, Gross Margin and Marketing Expenses. (Targets to be defined/agreed with EE Sales Director)
- Following reporting & account review guidelines
- Competition review, price position input and channel price management
- Promotions and Marketing incentives and initiatives (in cooperation with Marketing Manager)
- Training and Education in allocated accounts

QUALIFICATIONS:

- 3-5 years of documented successful experience in a sales / account manager position, preferably exposure to similar fast moving electronic consumer goods and potential experience in building up a brand,
- international exposure and knowledge of establishing and sustaining high sales performance in a region or country is preferred,
- amiliarity with the technical/engineering elements of telephony solutions and office / contact centre solutions is highly desirable,
- capability to integrate and enrich an international team,
- strong sales personality; able to sell a vision, self-confident, self-assured and optimistic,
- Polish and English required. The company language is English,
- experience with Microsoft Office, especially Excel and PowerPoint at a high level, working experience with MS CRM desirable,
- business and/or technical degree preferred.



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Please send your cv to Justyna Sroczyńska:

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