

Strengthen our sales team

This could be you!

CeoTronics is a leading systems provider for mobile, digital audio, video and data products for professional use by fire services, industry, airlines/airports, police and military. The communication solutions for the toughest mission and environmental conditions range from digital radio networks for local applications to high-quality communication headsets and systems.

As soon as possible, we are looking for an

Area Sales Manager (m/f/i) in the field sales team

Sales region: Northern Europe (Sweden, Norway, Denmark, Finland, Baltic States)

Based in Rödermark, near Frankfurt am Main (Germany), CeoTronics AG is an internationally operating company with 145 employees. The Group comprises three subsidiaries, sales representatives in Germany and abroad and partners who sell our products in more than 40 countries. CeoTronics is characterized by the highest level of consulting expertise, customer proximity, and top product quality in function and workmanship. By using the latest technologies and the flexibility to develop customer-specific system solutions, CeoTronics has positioned itself at the top of the quality and performance pyramid since it was founded in 1985.

Your duties

- Supervision of existing customers in the defined sales region
- Technical consulting and product presentations for sales partners and end customers
- Expansion of the customer base through active acquisition
- Representation of our company at trade fairs

Your qualifications

- Completed technical or commercial education and technical understanding
- Experience in field sales and with described customer groups and/or background in military/police special forces
- Confident, friendly and representative appearance in business
- High affinity for sales and pronounced communication skills
- Negotiation skills, ability to conclude contracts, persuasiveness
- Very good English. Furthermore Swedish, Norwegian or Danish skills
- Target-oriented and independent working methods
- Flexibility and temporary willingness to travel, including overnight stays
- A home office is available
- Place of residence in the sales region

Our offer

- Very well developed and prepared sales area
- Intensive product training at CeoTronics headquarter
- Introduction to the sales region and handover of key clients by the Sales Back Office and the Director Sales
- A challenging and varied position with personal responsibility
- Attractive, success-oriented income and a company car, including private use
- Support for the Area Sales Manager by our Sales Back Office

Have we aroused your interest? Our HR manager will be happy to arrange direct contact with our Director Sales to discuss the job. Please send your full CV (preferably in German or English) with all supporting documents only as PDF files by e-mail.

Contact:

Mrs. Sabine Gärtner
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