

Sales Manager (m/f/d)

- With Professional-Experience
- Full time

TELEMAR, leader in the global telecommunications sector and part of Marlink Group, provides an integrated offering of marine bridge electronics, onboard and maintenance services, as well as satellite communications. We support more than 3,000 ships with our servicing contracts and marine electronic solutions designed to improve navigation safety and operational efficiency.

For our office in Germany we are looking for a Sales Manager covering the following responsibilities, skills and background

Your Duties:

- Development of sales opportunities of navigation & communication products in the maritime market segment at international level
- Active acquisition of new customers
- Development and enhancement of our current customer relations
- Processing customers' inquiries and following up with projects until conclusion of contract
- Contract negotiation and order completion with the customers
- Attend trade fairs and conventions
- Compile market and competition analysis
- Product presentations and development of technical solutions for the customers
- Teamwork through the agreement and enforcement of marketing strategies in our sales regions
- Proactive and positive interaction with the existing Management at local and Regional level

Your Profile:

- You have minimum 3 years of past experience in sales within maritime sector and you are able to show and describe your own success stories and sales objectives achieved
- You have a strong market and customer orientation and ability to conduct negotiations on an international level, dealing with different groups of people at any level
- You are able to manage the assigned activities and projects working independently
- You have very good communication skills taking advantage of a positive and assertive approach, showing very good presentation skills
- You have strong goal orientation and solid team building spirit
- You are fluent in German and English at business management level
- You are able and willing to travel locally and internationally



What we are offering:

- Flexible work location within northern Germany area (Emden, Hamburg, Bremen, Lübeck, Rostock, Kiel)
- Motivating and dynamic work place in an innovative, international field
- Training on the job – internal training and development opportunities
- Occupational pension provision
- 30 days of holiday and flexible working hours
- Social benefits

Contact

Telemar Electronics GmbH, Hoebelstr. 36, 27572 Bremerhaven – Germany

CVs can be sent, together with questions or inquiries, to our HR representative Ms. Tanja Rathjen: +49 471 97 40 80 or hr.de@telemargroup.com.