

Vice President Sales – Central & Eastern Europe

Our client is a fast-growing German company (powered by Deutsche Telekom) who offers the world's first data flat rate for the Internet of Things. They help their customers to implement their IoT solutions easier, faster and cheaper. In order to enhance further growth on the Polish and Eastern European market, we are seeking for a Vice President Sales who is well versed and connected with key trade partners and who has a strong presence within the market segment.

Job location: Poland

Job description:

- You are a person who is fired up to be a key driver in a company that is on its way to change an industry
- Define the sales strategy for gaining, expanding and developing targeted businesses in Eastern Europe
- Develop new client pipelines / revenue through target market focus, pipeline and forecast planning and execution
- Work cross functionally to develop and fine tune operating procedures
- Work in conjunction with the broader Sales, Partner and Alliances teams to build and maintain relationships with new and existing partners
- Develop strong B and C-level/Director/Equity Partner relationships with managed partners

Requirements:

- A degree in economics or completed an equivalent education
- At least 5 years of relevant work experience in technical sales, with a good network of contacts in the digitization markets
- Deeply interested in the telecommunication sector and have already experiences in this industry
- A strong understanding of IoT Solutions (especially connectivity) and an in-depth understanding of different IoT verticals and relevant clients
- A passion to work with an experienced and motivated leadership team focused on creating a high growth company in a short timeframe
- Strong technology skills. You will be leading product demonstrations and must credibly discuss technical topics
- A proven track record in sales, especially in customer acquisition
- Experience in building up, managing and training a sales team
- Fluent in spoken and written Polish and English, skills that are mandatory for this position. An additional language is of benefit.
- Excellent communication skills and you are an open-minded and a committed team player
- Willingness to frequent travel

If you believe you meet the criteria to apply for this role, please send us your detailed CV in English to application@remel-es.de.

If you have any questions, please do not hesitate to contact us under +49 160 68 46 712. Roman Remel will be glad to answer your questions. For further information please visit us at www.remel-es.com.