



Sales Area Manager in EUROPE

located in Barcelona Spain

Maestro Wireless – FALCOM group is a long time player in M2M and AVL manufacturing market. With more than 1Mio devices sold and clients all over the world, the group is now also providing data warehousing and processing in the cloud to its customers.

The strong background of more than 20 years and skilled team in different 6 countries furnishes the group a global vision of market needs and new trends. This experience and wide portfolio of products and services prepares the group for a new stage becoming a one-stop provider in several markets and applications.

Job description

The new member will manage distributors and direct accounts in France, French-speaking countries in Northern Africa, and Northern Europe. This position will be reporting to Southern Europe area manager co-operating also with EMEA headquarters located in Germany.

Sales Area Manager is expected to continue evolving actual distribution network as well as developing new business opportunities with direct key accounts in telecommunications, industry automation and IoT segments.

- Continue evolving an efficient distributor network in the region assigned.
- Cooperate with regional distributors encouraging them to promote group's product lines. Detect together with them new market opportunities helping them to define the selling process and strategy. Define and follow up forecast and sales goals.
- Detect and develop new key accounts and projects in the region assigned. Participate in project definition from technical perspective. Compose and negotiate economic proposal and commercial conditions.
- Detect and define together with sales team members and managers new market opportunities and selling campaigns. Follow up, analyse results and refocus pursuing success.
- To help discovering market trends and benchmark group's products versus competition in the region together with marketing team members. Define successful strategies to get into those trends.
- To participate in promotion campaigns through internet and trade shows in Europe.

Job qualifications and requirements

- Degree in electronics, telecom or computer science.
- Full proficiency in French written and spoken.
- Very fluent in English written and spoken.
- Advanced user in office computing applications including word processing, spreadsheet, report tools and CRM applications.
- Long experience in commercial sales position in I.T., telecom or electronic sector. Minimum 3 years proven.
- Previous experience in technical support, hardware or software design areas for similar products will be highly appreciated.
- Skills in direct and indirect sales. Capable to manage dealers, distributors and OEM customers simultaneously.



- Good knowledge of telecom industry. Passionate for wireless technologies. Clear understanding for new business strategies, cloud services and IoT trends.
- Logical, analytical but also creative mindset. Capable of determining effective approach to a project or segment but able to adjust and refocus to achieve maximum results.
- Indestructible winner mentality, long term results oriented.
- Oriented to build long lasting relationships with customers by helping and leading them through all project development process.
- Well organised and fully responsible of self-time and goals management.
- Willing to travel up to 30% of the time all over Europe, North Africa and sporadically to Asia

Benefits

- Full time employment based in our Spanish office close to Barcelona.
- Embed yourself into a young multicultural group and work together with us in a continuously growing market.
- Cooperate with technology leaders all around Europe developing IoT products and solutions.
- Attractive compensation package combining fixed salary and profit sharing scheme.

Please send your complete applications documents to: hr@maestro-wireless.com

You may use this email address also for questions.