



PAPE Consulting Group AG is looking for YOU

Our client is engaged in the research and development, production, sales and recovery of infrared materials for laser systems and thermal imaging systems and sensors.

They are committed to providing high quality infrared materials, high precision infrared laser optical components, lenses and solutions for global customers.

Their products include components, lenses and assemblies for infrared thermal imaging and industrial laser applications.

For their business unit in Europe, we are looking for a

Senior Sales & Product Manager Optics

JOB-ID: 14151

WHAT MAKES THE JOB INTERESTING?

You are the contact window between customers and our company for all sales and technical aspects and can combine customer needs with our products. Your strong engagement in sales and Marketing will strengthen our client's position in the Thin Film Industry in Europe.

THE POSITION

1) Develop and implement a written European business tactical plan.

To implement the plan, the Senior Sales & Product Manager should be able to conduct analyses, including but not limited to: sales analysis, market analysis, account analysis, as well as define product requirements, set measurable and attainable goals, submit implementation plans and execution for results

Deliverable: Increase revenue and margins

**The person is decisive for us, not the gender!*

We believe in diversity, reject discrimination and do not think in terms of gender, ethnicity, religion, disability, age or sexual identity. For this reason, we do not explicitly label job titles with f/m/d.



2) Market development

Lead, develop and implement sales growth plans in line with the commercial strategy of the global business. Contact the potential customers, qualify the potential of the sales opportunities, investigate these sales opportunities, Present the proposal to the customers, Close the orders, Help to deliver after-sales support

Deliverable: increase market share

3) Market monitoring, forecasting and budgeting

Continuous monitoring, mapping and reporting of the market development on your territory. Deliverables include: customer mapping per applications, rolling forecast on revenue and material consumption. Submit monthly order/sales forecast and win/loss reports, Submit monthly opportunities report to Manager. Help in establishing a customer data base to track sales leads

Deliverable: constant market monitoring allowing us a perfect understanding of the market dynamics at our customer's business environment, as well as providing reliable related rolling forecast.

4) Credit Management

Ensure respect of Vital's credit management policy, assist in effective collection of receivables when necessary, and collaborate with finance department whenever required.

Deliverable: control of account receivables.

5) Execute the territory marketing/communication activities in conjunction with Marcom team in Guangzhou.

- Manage attendance at trade shows and conferences for related product lines in the region.
- Assist in executing the territory advertisement plan.
- Assist PLMs to execute new product launch plans in the region.
- Assist in social media marketing for related product lines

6) Business Development for optical customers.

This includes developing market maps of serviceable available markets and visiting prospects to identify and develop new sales opportunities working in conjunction with business unit.

Deliverable: constant competitor mapping allowing us a good understanding of the market dynamics in your territory.

7) Team Management

Establish and subsequently lead Sales Team in your region

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THE IDEAL CANDIDATE

- Bachelors Degree or equivalent required, Masters Degree preferred in Optics, Physics, Materials Engineering, Engineering Physics with at least 5 years experience in the automotive or optical industry.
- Experience in selling optical/laser assemblies and sub-systems with a focus on sales and Key account management
- have a solid understanding of optical & laser lens design and optical fabrication technologies
- the desire to become an authority on our product lines and the ability to generate credibility both internally and externally
- ability to foster relationships and represent to all key stakeholders, and the ability to develop innovative ideas and solutions
- Flexibility and ability to adapt to a rapidly changing environment and in a matrix management structure, with international peers
- you are a team player with transparent communication
- Excellent problem solving, organizational, and negotiating skills.
- Fluency in English, and ideally German or French, both written and oral is mandatory.
- Ability to travel approximately up to 40% of the time, predominantly in Europe, but occasionally also intercontinental.

GET IN TOUCH

Are you interested in this position and you want to bring your experience and knowledge to a dynamic, international company? Send me your resume and motivation per e-mail or the application button on this page.

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ABOUT US

Awarded many times by WIRTSCHAFTSWOCHE - FOCUS - DIE WELT - EXPERTEER - and as HEADHUNTER OF THE YEAR, PAPE as a personnel consultancy is one of the leading companies in Germany and a reliable partner in staffing high-caliber specialists and executives in selected industries and positions.

The main focus of PAPE Consulting Group AG Personalberatung, which has been operating successfully on the market for 30 years, is its approach as a solution provider. This includes recruiting specialists and executives, executive search at top management, C-level and board level, conducting assessments, coaching, training, diagnostics and outplacement/newplacement. In addition, new innovative methods such as perspective consulting, Staffing-Pro, VideoCoaching and inverse headhunting are used.

Clients include more than 1,500 companies from all industries, from start-ups and small and medium-sized companies to international corporations with global operations.

The approach as a solution provider distinguishes PAPE significantly from its competitors as well as the industry-related qualification of the consultants and the unconditional will and promise to successfully implement every mandate.

The ultimate goal is always the "perfect match" between the recruiting company and the highly qualified candidates.

C r e a t e for recruiting!

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<https://www.pape.de>

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PAPE – THE AWARD WINNING COMPANY



HEADHUNTER
OF THE YEAR

We are very proud of the many awards we receive as a personnel consultancy for our work, which say more than just admiring ourselves.

In 2020, we have been awarded TOP medium-sized service provider by Handelsblatt & WirtschaftsWoche in the industry "Personnel Consulting". In addition, DIE WELT also voted us TOP consultancy again in 2020. FOCUS magazine has informed us that we are once again among Germany's top personnel service providers in 2020. In previous years, we have received the industry Oscar "Headhunter of The Year" from Experteer with XING, among others.

It is both an honor and an obligation to continue to be a pioneer and industry trailblazer in the future.

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