

Channel Marketing Manager (40 hours) ***Are you Unitech Europe's new colleague?***

For our office in Tilburg we are looking for a passionate colleague who will join our Sales team. Within our work area you work closely with our Product Manager and Sales Manager.

What are you going to do?

- Based on the company strategy and sales target design the marketing / channel strategy to achieve the financial result;
- Coordinating marketing campaigns with sales activities;
- Developing online marketing campaigns to improve our brands visibility and introduce new solutions;
- Main contact for our channel partners: following weekly with wholesaler about running actions, results of each product line, proposals about new promo's to push certain lines, program, events, sales targets;
- Main contact for our direct distributors;
- Developing a marketing / action plan with our main channel partners to achieve the channel targets;
- Executing and analysing results from implemented actions;
- Planning and implementing promotional campaigns;
- Prospecting and appointing sub-distributors which we have none in the target countries;
- Closely working together with the Sales Manager and the Product Manager.

Qualifications

- Able to work "target" based;
- Background in marketing / sales or marketing / channel management;
- Extensive knowledge of all our products and the IT related industry;
- Working in a structured way;
- Passionate, object focused and excellent accountability;
- Familiar with Office PowerPoint, Word and Excel;
- Can travel 2 to 3 days a week to different countries;
- Can work alone and is also a good team worker;
- Language: fluent English and preferably French, Spanish and / or German.



Offering

We offer a steady but challenging position within a dynamic, international and developing organization with a market conform salary, including 13th month, 8% holiday allowance, profit sharing, pension, possibility collective health insurance, 26 holidays and Christmas bonus.

Who are we...

Unitech Europe is one of the international subsidiaries (China, Japan and USA) of Unitech Electronics Corporation in Taiwan and a supplier of world class ADC (automatic data collection) products. We manufacture a wide range of Enterprise Mobile computers, Rugged handheld PDAs, Industrial Tablets, RFID Readers, Barcode Scanners, integrated T&A and Smart Living devices. Unitech products bring value to customers throughout the world in various industries, such as logistics, healthcare, retails, warehousing, manufacturing, transportation, and field services. From the sales & support office in Tilburg, Unitech Europe provides fast service and all-round support to customers in Europe, Turkey and Africa.

If you have the drive, ability and rise to this challenge you can apply by sending your motivation and CV to hrofficer@eu.ute.com. For more information please contact Monique Spijkers, HR Officer (+31 (0)13 460 92 94).

