



unitech

JOIN OUR TEAM

International Key Account Manager (Benelux)

Are you a representative, communicative and real hunter?

We are looking for an ambitious and proactive International Key Account Manager for our customers in Benelux. You will have much contact with customers and prospects and will create possibilities to sell our devices. Therefore you don't hesitate to pick up the phone and call existing and new customers and visit them on regularly base. You like to work independently, but not alone and guidance from your manager to grow is something you really like. You speak English, Dutch and French fluently.

YOUR JOB RESPONSIBILITIES ARE:

- To meet the agreed sales target in your designated territory with your best effort;
- Identifying potential new customers in the designated territory and recruit them to be company's new partners;
- Visit customers regularly and travel twice a month to visit them and/or end users, or attending promotion events;
- Implement local campaigns for new product launches, marketing campaigns & promotional actions together with your manager;
- First contact person for customer inquiries, complaints and questions and ensure communication to the rest of the organization;
- Daily sales related administration and documentation of work using CRM tools.

We offer a challenging position within a dynamic, international and developing organization with a market conform salary and bonus structure.

QUALIFICATIONS

- A hunters mentality;
- Minimum three years' experience in sales function;
- Preferably working experience in computer related business;
- Willing to travel on regularly base;
- Good in strategy and action planning, and good sales and communication skills;
- Ambitious, result oriented, self-motivated, confident and fast learner.

unitech 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 AIDC (automatic identification and data capture) and RFID devices. We manufacture a wide range of enterprise solutions such as mobile computers, rugged handheld PDAs, wearables, tablets, RFID readers/writers, barcode scanners (1D/2D, DPM and ESD safe), embedded readers and software support. Our products bring value to customers throughout the world in various industries, such as logistics, healthcare, retail, warehousing, manufacturing, transportation, and field services. From our location in Tilburg, The Netherlands, we serve the enterprise market for the EMEA regions (Europe, Middle East and Africa). From this location we can quickly and effectively provide service in the fields of sales, marketing and technical support.

If you have the drive, ability and rise to this challenge you can apply by sending your application to hrofficer@eu.ute.com. For more information please visit <https://eu.ute.com> or contact Monique Spijkers, HR Officer (+31 (0)13 460 92 92 option 3).



Unitech Europe

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