

# **Sales Manager, East and Central Europe**

## **International Sales**

The objectives of this position are to manage the sales growth of Mate's business in Eastern Europe. This position is directly responsible for achieving the sales and marketing plans in Central and Eastern Europe. The assigned territory will cover :

- Russia, Poland, Czech Republic, Bulgaria, Slovenia, Romania, Hungary, Slovakia, Finland /Baltic countries

### **Specific Responsibilities**

- Develop Territory sales growth objectives and plans (must determine growth of business) targets by geographic and product market for sales territory.
- Manage dealer channels and propose modifications as such. Initiate and complete new dealer search, recruitment and training.
- Identify large key accounts and develop channel path to global direct accounts.
- Write trip reports; provide feedback via CRM to Mate.

### **Career Experience**

- 5 years sheet metal fabrication experience
- 5 years dealer and direct sales experience
- Experience working with US/EU based multinationals
- 5 years experience with components-non-capital goods.
- 10 years minimum experience required

**Prefer one of the following career experiences:**

- Sales Management (Salesman)
- Product Management (engineering or marketing based)

Desire metal fabrication and assembly experience (metal fabrication is more important)

Must have worked from a home office and worked for a multi-national business. US or European based manufacturing companies are desired.

#### **Other Attributes**

- Ability to travel 50%.
- Based within Europe-within 1 hour of major airport.
- Public Speaking skills
- Microsoft Office skills

#### **Educational Preferences**

- BA/BS Engineering or Business highly desired
- All candidates need to demonstrate that they have given a high priority to continuing education efforts. They should have attended seminars on two step distribution management and large account management.
- Candidates without a BS degree will be considered but will need to demonstrate a long and distinguished sales career working with multiple distribution channels, OEM, dealer and direct accounts.
- Candidate should be conversationally fluent in English and Russian and should also be able to have reading and writing proficiency in both languages. Other desired languages will be Polish and Czech.

**If you are interested in this position, please send your resume and cover letter to Ann Peterson: [ann.peterson@mate.com](mailto:ann.peterson@mate.com), fax 763 576 3491 or mail to Mate Precision Tooling, Attn: Ann Peterson, 1295 Lund Blvd, Anoka, MN 55303 EOE**