

Join our team for the location **83071 Stephanskirchen** as

Senior Sales & Partner Manager RFID/ RTLS/ IoT (m/w/d)

Enabling Technologies for Digital Transformation

KATHREIN Solutions GmbH is an international technology leader in the field of contactless identification with a focus on Auto-ID / RFID solutions and is known for its high-quality products. The company develops and brings to market tailor-made complete solutions in the area of Auto-ID technology through a broad product portfolio.

> Your Profile

- Responsibility for sales growth as well as developing and supporting a new or existing customer base
- Acquiring partners to expand sales markets in defined regions
- Manage new business through a network of system integrators, partners and affiliated distributors
- Developing and implementing growth and sales strategies
- Prepare and deliver presentations and marketing campaigns to potential partners and their customers
- Representing our company by participation in relevant trade fairs and events

> Qualification

- Successfully completed studies in business administration or a technical degree program or equivalent training
- Several years of professional experience in B2B sales of RFID/ RTLS/ IoT products
- Confident manner, strong communication skills paired with an analytical mindset and negotiation skills
- Ability to explain complex technical solutions to different target groups in an understandable way
- Willingness to travel on business
- Technical background / software, hardware knowledge are an advantage
- Excellent written and verbal communication skills
- Very good knowledge of German and English

> Was wir Ihnen bieten

- Permanent employment contract
- Diverse and innovative working environment including modern IT equipment
- Flexible working time arrangements
- Open-minded team
- Company car also for private use
- Possibility of mobile working
- Individual further training opportunities
- Additional benefits (e.g. meal allowance)

Now it's your turn – apply now!

We are looking forward to receiving your complete application documents:

jobs@kathrein-solutions.com

KATHREIN Solutions GmbH
Kronstaudener Weg 1
83071 Stephanskirchen
www.kathrein-solutions.com