

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

Sales Manager RFID (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 acquiring new customers and driving revenue growth
- Managing existing customers with a focus on growth
- Acquiring new partners and customers in defined target markets
- 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 at relevant trade shows and events

> Qualification

- University's degree in business administration or engineering, or a comparable qualification.
- Several years of professional experience in B2B sales, preferably in technology-oriented environment
- A strong hunter mentality, as well as excellent communication and negotiation skills
- Ability to explain complex technical solutions to different target groups in an understandable way
- Willingness to travel frequently (approx. 50%)
- Technical background / hardware knowledge, particularly Auto-ID and RFID, are a plus
- Excellent written and spoken German and English skills

> What we offer you

- A diverse and innovative work environment where you can make a difference
- Permanent employment contract
- Company car also for private use
- Flexible working time arrangements
- Possibility of mobile working
- Open-minded team
- Individual further training opportunities

Now it's your turn – apply now!

We are looking forward to receiving your complete application documents:

jobs@kathrein-solutions.com

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