

Job description

Title: Field Sales Representative Consumer Electronics- Germany & Austria
Reports to: Commercial Head Germany and Austria
Location: Remote plus necessary Office Time in the German Subsidiary

Company Description

Segway-Ninebot Europe was set up in Amsterdam in 2016 and is a subsidiary of the headquarter of Segway-Ninebot in Beijing. As the world leader in its field of operation, Segway-Ninebot brings a range of premium products and solutions to the rapidly growing market for electric personal transportation. In order to continue to lead the micro mobility revolution, the company is determined to constantly innovate the market through investments into research and development, design, manufacturing, sales and service in short-distance personal transportation and autonomous robotic innovations. For more information about us, visit www.segway.com

General Description

You actively start and maintain your relationships and you are creative in working, in the Consumer Electronic market in the assigned area. Your goal is to achieve the stated market share in your area. You achieve this by providing your regional CE Customer with expert advice on the product range and by providing excellent service.

Specific Duties

- Open relationships (Consumer Electronics retailers such as MediaMarkt, Saturn, Buying Groups etc.) and build them towards a sustainable relationship
- Work well with KPIs (they are there to be beaten not met)
- Implements and manage the brand standards at assigned in-region retailers
- Work independently and take responsibility
- Plans, leads and manages all aspects of sales execution for the assigned region
- Day-to-day interface towards the Sales Officer Germany & Austria and Commercial Head
- Identifying and reporting market development
- Recommends product lines by identifying new product opportunities, collecting product, packaging, and service requirements from the market; surveying consumer needs and trends; tracking competitors
- Sells new items, promotions and other sales initiatives to retailer network
- Devise, set up and implement commercial activities
- Making Sales-reports
- Day-to-day interface with the CE Channel Customers and plans regular visits
- Participates in internal sales meetings, and any other events as appropriate (e.g. exhibitions during weekends)

- Communicates “voice of customer” into the wider organization

Professional- and social competences

- A degree (MBO+ or HBO) from a college/university in Business or related field required
- 2-5 years of B2C sales experience of physical goods required (within the Consumer Electronics industry)
- Excellent written and verbal communication skills in German and English
- Can demonstrate the ability to go the extra mile, to exceed expectations in building and sustaining customer relationships
- Strong analytical & computer skills; Excel & PowerPoint are a MUST
- Ability to interact with both external and internal customers at all levels and with different cultures
- Detail oriented with strong aptitude for problem solving
- Able to work independently and exercise good judgment
- Affinity with two-wheelers
- Must be able to provide direction and support to customers and internal colleagues
- Entrepreneurial spirit combined with corporate discipline
- Strong personal communication
- Hunter attitude
- Sales Ability
- Persuasiveness
- Strategic Decision Making
- Flexible
- Adaptable
- Team player
- Hands-on mentality
- Positive energy, optimist
- Effective Planning & Organization skills
- Valid driver's license and clean driving record