

Business Development Manager (Field Sales)

(m/f)

Elektor is a key global source of information about electronics and electronic products for engineers, developers, makers and companies in the electronics industry. Elektor's country-specific editorial teams produce and publish top-rank content 24/7, with crossover on all communications channels – digital media, magazines, social media, film and video – internationally in the following languages: English, French, German and Dutch. Over the last fifty years, the Elektor community has grown to 250,000 members worldwide, including world-renowned electronics companies and more than 1,000 experts. Here electronics enthusiasts, professional engineers and makers participate in international projects to provide information, kits and tools that foster technological innovations. Manufacturers, service providers and distributors collaborate with Elektor to increase awareness levels, access new markets and reach new customers everywhere in the world. Elektor Labs, with over 10,000 enthusiastic developers and more than 800 engineering projects, gives researchers and developers an ideal platform for presentation and discussion of their innovations.

Summary

Due to rising sales revenue and growing demand for our creative services in the content marketing area, we are looking for a

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With your proactive approach and expertise, you implement the communication goals of our customers and thereby achieve the revenue targets of Elektor International Media. You collaborate with an international team of specialists in sales, marketing, editorial content, online commerce and publishing.

Your duties

1. Responsible for establishing, expanding and maintaining customer relations.
2. Achieving the business goals of our business and advertising customers in the electronics sector in Germany.
3. You focus on sustainable revenue growth in the areas of content marketing and native marketing, and you conceive additional products and services for print and online advertising.
4. Expanding our product portfolio and supplier contacts in the online Elektor Store context.
5. Attending all relevant trade shows and events.
6. Supporting all of Elektor's international sales and business development activities.

Your background and experience

1. Education and/or training in a commercial profession (preferable).
2. Experience with or interest in electronics is an advantage.
3. At least two years of profession experience in sales.

Required competencies

1. Highly qualified and result oriented with an entrepreneurial spirit.
2. Native German speaker with excellent knowledge of English.
3. Hands-on, proactive work ethic.
4. Assertive, with strong communication skills.
5. Strong internal motivation, with the ability to work as a team player and on your own initiative.
6. Valid Class 3 driver's license.

The offices of Elektor International Media are located in Aachen (Germany). A home office in Munich, Hamburg, Berlin or Frankfurt is negotiable.

If you are interested and have any questions, please send your suggestions and questions to:

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