

## Key Account Manager / Sales Director

Uchádzača overíme na vašu žiadosť

Očakávaná mzda: **3 000 €**

Cena: **3 600 € bez DPH**

### Preferovaná pracovná pozícia

Oblasťný manažér

Key account manager

Obchodný riaditeľ

Rýchloobrátkový tovar

Elektro

Farmaceutický / zdravotnícky sektor

### Preferovaná lokalita

Slovenská republika

Česká republika

### Jazyky

Slovensky - Expert (C2)

Anglicky - Pokročilý (C1)

Nemecky - Pokročilý (C1)

### Zručnosti

Microsoft Office - Pokročilý

## Pracovné skúsenosti / Work experiences

08/2016 - present

### Manager

Zameranie spoločnosti:

*Company provide complete flexibility across scale and logistics, delivering cost efficiencies and enabling the customer to concentrate on strategy on frontline customers*

- » convert dormant assets into new customer
- » dealing with residual, or overstock goods (esp. grocery, PHC, drinks, ice ...)
- » acquisition
- » maintain the relationship
- » looking for new opportunities
- » building-up the relationship with producers
- » following sales to independent sales chains
- » cooperation with the company Donau-Lab (Laboratory equipment)
- » establish consignment stock for ZSSK
- » business development for company Eco-bags s.r.o (producer of paper bags, mainly for the food industry)

2006 - 2016

### Regional Sales Manager

Zameranie spoločnosti:

*Semiconductor distribution*

- » build up the office and establish him within Slovak semiconductor market
- » increase the Turnover and Gross Margin (turnover 2006 cca 6 Mil Eur, 2016 more than 21 Mil Eur)
- » leading team of external and internal sales people
- » senior level engagement with key customers and partners.
- » intensive B2B interaction
- » delivery to automotive, lighting, Telco and other industry
- » price negotiations with customers/ with supplier
- » offer to customer best solution vs. price vs. logistic constrains
- » responsible for sales strategy
- » responsible for the economic results

- » maintain customer relationship (phone, mail, but preferably personally)
- » in-house seminars, presentations , customer days, etc...
- » pre/post technical support
- » budget preparing (salesman, product segments, customers)
- » acquisition of new customers
- » demand creations for semiconductor parts
- » maintain the relationship with supplier/producers (Texas Instruments, Sim-Com, Osram, Broadcom...) their activity coordination at customers
- » reporting direct to VP EE
- » bonus, salary, benefits, administration,
- » assessments

1997 - 2006

### **Product Manager**

Zameranie spoločnosti:

*Biggest laboratory equipment*

- » sales team support
- » later on leading the sales team
- » build-up the network of supplier
- » competition monitoring
- » build up the service department
- » communication with local authority

## **Vzdelanie / Education**

1990 - 1993

### **Faculty of Science**

Organic synthesis

1987 - 1990

### **Univeristy**

Theoretical and physical chemistry

1986 - 1987

**Gymnasium**

1983 - 1986

**Gymnasium**