

**ISMOsys Group Ltd: JOB DESCRIPTION (February 2023)**

**Vacancy:** Account Manager – Germany

**Reporting to:** Roberto Blanco – President ISMOsys Group (based in Spain)

**Location:** Germany

**Contract type:** Full Time Employee

**Salary:** Fix per annum + variable commission (TBC)

Bonus/Commission Scheme to be discussed at interview stage, but broadly the bonus will be paid on sales achieved and based on Territory profitability and the execution of management by objectives (MBO's) which are not directly sales related but set up each quarter and linked to KPI's .

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**Company Overview:**

ISMOsys (Integrated Sales Marketing Operations Systems) is a Pan-European representative company, comprising of commercial, sales and technical expertise, acquired by Astute Electronics in April 2021.

We represent major semiconductor and electronic component manufacturers throughout Europe and Asia, providing unparalleled support to design houses, designers and engineers. We support advances in design through strong relationships with both the manufacturer and designer. Our collaboration with leading distributors and industry partners allows us to drive sales and revenues for the partners with whom we are engaged.

With regional offices and representation throughout Europe and India, our localised approach means expertise in each territory and a more personal service to design houses, designers and engineers.

**Recruitment Brief: Account Manager:**

The ISMOsys Group is looking for an Account Manager with a technical education in electronics. Commercially astute with first class communication and negotiation skills, the Territory Manager will have a good grounding in semiconductor products within the Electronic components distribution sector or an OEM, as well as with Manufacturers/Vendors. The role will be highly focused on achieving agreed targets, and the individual should be tactical, motivated and highly organized.

Focusing on Distributors/Manufacturers/Vendors in Germany, they will be responsible for driving demand creation to achieve growth targets.

**Key Tasks:**

- Work with Distributors to increase pipeline / design win count and revenue
- Drive growth in new engineering projects
- Develop and implement sales strategies for the penetration of new accounts, sustaining existing business and driving new programs in existing accounts
- Communicate and work effectively with customer and distributors
- Manage monthly customer forecast and prepare weekly/monthly reports
- Participate and present high level business reviews for Management Team
- Successfully achieve design-wins

The ideal candidate will be/have:

- Electronic/semiconductor Industry professional with a proven track record in business development, technical sales and/or product management
- Minimum 5 years' experience in a similar Technical Sales role in the electronics industry
- Education: Bachelor in Electronics Engineering or similar engineering discipline would be preferred but not essential
- Excellent negotiation and communication skills
- Autonomous and able to work as part of a team
- Full driving licence

**Interviews will take place with Roberto Blanco - President of ISMOsys Group Ltd, via Teams/Zoom.**