



Garmin International Inc. is a subsidiary of Garmin Ltd. (Nasdaq: GRMN), the global leader in satellite navigation. Since 1989, this group of companies has designed, manufactured, marketed and sold navigation, communication and information devices and applications – most of which are enabled by GPS technology. Garmin's products serve automotive, mobile, wireless, outdoor recreation, marine, aviation, and OEM applications. Garmin Ltd. is incorporated in the Cayman Islands, and its principal subsidiaries are located in the United States, Taiwan and the United Kingdom.

Sales Manager Eastern Europe (m/f)

You will assume full responsibility for managing all sales activities for the Eastern European region with the aim to develop and build sustainable relationships with distributors and partners, to grow the revenue and market share based on the overall corporate strategic targets.

Major accountabilities will be:

- To further develop and implement an efficient sales strategy for the individual Eastern Europe sales regions considering regional specific market requirements with focus on PND (personal navigation devices) business segment
- To build and maintain long-term distributor contacts and ensure regular training and support to facilitate regional sales goals
- To initiate and drive common marketing activities with the distributors in order to penetrate new markets and customers
- To ensure regular customer visits and up-to-date information regarding new products and solutions as well as to stay in contact with both the decision making and technical level
- To plan, carry out and support local demand generation activities to agreed budgets and timescales in accordance to regional sales targets
- To develop and deliver customer presentations and represent the company at trade shows and events
- To obtain and analyze market data and keep up-to-date with market developments and trends thus improving products to market as well as to ensure regular communication with the related internal functions as required



The ideal candidate will offer:

- A degree in Engineering, Business or related disciplines
- A minimum of 7 years experience in a sales and/or strategic business development function in connection with an indirect sales model within the Eastern European region
- Excellent understanding of the individual Eastern European markets and their specific requirements
- A proven track record in managing distributors and partners on an international scale
- Experience with the successful development of new businesses
- Good understanding of the Consumer Electronics market
- Experience with customer negotiation processes and the successful closing
- A smart and professional appearance together with excellent communication and interpersonal as well as outstanding negotiation and closing skills
- A strong target orientation together with a strategic but hands-on and result driven working style
- Excellent analytical and conceptual abilities and a sound multicultural understanding
- Fluency in English and ideally knowledge of another European Language

We offer a challenging and exciting opportunity within an innovative and multicultural environment, excellent career opportunities and an attractive compensation package.

For further information please call Thomas Warnke, Telephone +49 89 13 06 82 17 or submit your complete career details in English - online - or per eMail: careers@erber-ludwig.com, quoting reference number TW09158B All replies will be treated in the strictest confidence. We look forward to receiving your application.

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