

Sennheiser Korea, Sales Manager, (by March 14th)

**Company** Sennheiser Korea 쎄하이저코리아  
**Area** Sales  
**Position** Sales Manager  
**Location** 서울시 서초구 서초대로 316, 3 층  
**Job Description** This position is responsible for proactively selling Sennheiser and Neumann products to Partners. You will maintain and strengthen and develop relationships with existing Partners, expand Partner network, solve Partner challenges proactively, as well as manage price and contract negotiations. You will be responsible for meeting and exceeding territory and sub-regional sales objectives as well as assigned KPIs. You are responsible for increasing market share by performing the following responsibilities.

Responsibilities:

- Acquisition and Prospecting:

Tap into sales potential through presence at relevant Partner events (trade-fairs, sales or customer events)

Develop Partner acquisition/expansion strategy

Approach and acquire new Partners

- Active Selling:

Act as focal point of contact to Partners

Proactively sell products and solutions to Partners

Conduct detailed meeting preparations, including usage of tools (e.g. need and solution assessment)

Present SE USPs and benefits to Partners

Plans sales in line with (corporate) strategy

Conduct all negotiation activities with Partners (e.g. yearly negotiations and temporary discounts)

- Strategic Account Development:

Cultivate and develop existing Partners in the long term

Analyze needs and outline business potential for Partners (listing, stock management, promo activities)

Create development plans including individual objectives (qualitative, financial) and detailed strategies

Develop strong relationships between Partners stakeholders and SE counterparts

Analyze market/competitors in the Pro Audio Business Unit

Monitor and analyze KPIs and draw meaningful conclusions

- Order Management:

Track and monitor order realization process (e.g. track order in system) supported by Technical

Application Engineering/Internal Sales Support

- Customer Service:  
Help Partners with technical advice  
Bring in Technical Application Engineer or other support functions as needed

- Administration:  
Document visitation activities, leads, opportunities, and projects in IT System (CRM)

**Requirements** - 4-year college degree  
- 5+ years' experience in outside sales, preferably in IT/AV or related technical sales and working with Partners  
- Min 3 years knowledge of AV industry as well as IT and Networking Experience  
(May consider less education with more years of related sales experience)  
- Fluent in English both written and spoken  
- Excellent Team player, Positive attitude  
- Excellent work ethic, honesty. communication skills.

**Salary** Subject to negotiations 협의 후 결정

**Deadline** Apply by Tuesday, April 9th, 2024.

**Contact** Send your application to [mmenke@hotmail.com](mailto:mmenke@hotmail.com) or [flecle77@gmail.com](mailto:flecle77@gmail.com)