



Position: Product Sales Manager – Mobile Computers

To apply for this role, please send your CV to alica.martin@tscprinters.eu.

Job Description: TSC is looking for a product sales manager to develop and execute the mobile computer product strategy for our European market. The right candidate has at least 7-10 years in the mobile computer industry, both as a product expert, but also with proven business development experience.

The core role is to manage TSC's European mobile computer product strategy and portfolio. The role includes managing the regional roadmap, executing new product launches, market research and VOC, pricing strategy, internal and external product training, vertical market initiatives, product life-cycle management, as well as supporting go-to-market and product promotion initiatives.

The sales component of this role includes serving as the product line subject matter expert supporting product line business development with the sales organization. This may include partner and end-user engagement, building relationships and brand preference, overseeing and managing POC's, and coordinating response to RFP's and RFQ's.

While working independently, this role requires ongoing collaboration with sales, marketing, field engineering, and senior management.

Skills

- Strong technical and analytical foundation
- Able to adapt and pivot to new tasks as the business demands
- Proven collaboration and communication skills
- Plenty of initiative and self-motivation
- Able to work independently

Travel: The nature of this job requires some travel within Europe. Occasional international travel may be required.

Location: Ideally Munich, Germany, remote

Benefits: Europe standard benefits...

Eligibility: Legal employment requirements...