

Sales Representative Iberian Peninsula – TSC Auto ID Technology EMEA GmbH

TSC Auto ID Technology Co., Ltd. engages in the research and development, manufacture, and marketing of barcode printers and related peripheral accessories to customers in the automatic identification system industry market worldwide. The company offers desktop, industrial, enterprise, and mobile printers; print engine and modules, colour label printers, barcode inspection, RFID solutions, and keyboards; software solutions; and stock labels, custom labels, and thermal solutions. It serves medical, retail, transportation, warehouse and fulfilment, logistics, manufacturing, entertainment and hospitality, healthcare, cannabis, food and beverage, and automotive sectors. TSC Auto ID Technology Co., Ltd. was founded in 1991 and is headquartered in New Taipei City, Taiwan.

To support a period of continued growth, TSC Auto ID Technology EMEA GmbH is recruiting a Sales Representative for the Iberian Peninsula

Reporting to our Regional Sales Manager your arrival will compliment an existing professional and successful team and add to the close knit, high performing regional group of sales and technical professionals.

As a young and focused sales professional, you will be accustomed to managing day to day relationships with existing Resellers & Distribution partners, in addition find new customers to increase regional presence. You will be a motivated individual who values working for a business where immediate contributions can be made and long-term strategy planning abilities are critically important. Time management of the essence in such a fast-moving industry.

Responsibilities including but not limited to.

- Day to day customer relationship manager
- Business development – hunter mentality
- Familiarity with Auto ID / Labelling products and or Software Vendor preferred
- Ensure profitable growth of TSC Printronix Auto ID product groups within specified Geographical region
- Customer facing brand ambassador
- Internal and external stakeholder management – Quality communicator
- Attend events/exhibitions as required

What is required from you?

- Ideally fluent in written and spoken Spanish and English. Knowledge of Portuguese is a plus, resident in Spain.
- Strong presentation skills
- 5 years customer facing sales experience within Auto ID
- Strong project management skills, short and long sales cycles
- Focused, driven and determined team player
- Solutions provider
- Willingness to travel 70% of the time

Education and Experience:

- Degree level preferred but not a prerequisite, relevant experience, experience with the MS Suite and a Team Player are more of value.
- PC, associated programs and the Microsoft Office Suite literate.
- Demonstrable commercial creativity, with the ability to listen to customers and devise Solutions.
- Have a demonstrable successful track record of sales within the Auto ID Industry.

Our offer

- We offer a friendly team-based environment that is customer-driven, focused on quality as well as growth as part of a proven highly successful European team, with a salary and benefits that is commensurate with experience and knowledge within the industry.
- To apply please send your CV and full details to colin.cope@tscprinters.eu
- Agencies please email first to introduce yourselves first, as unsolicited CV's from agencies will not be considered
- TSC Auto ID is an equal opportunity employer