

Sales Manager

TSC Printronix Auto ID is a leading designer and manufacturer of innovative thermal printing solutions. TSC Auto ID Technology is responsible for sales, support and marketing of TSC and Printronix Auto ID brands in the regions of Europe, Middle East and Africa.

Our company is one of the fastest growing providers in the field of Auto ID and label printers for healthcare, manufacturing, warehousing and logistics, retail, automotive and entertainment.

To support our continued growth, we are recruiting a Sales Manager (m/f/d) principally located and working in the region of **UK, Italy and BeNeLux**. Reporting to the Sales Director, we're looking for talented Regional Sales Managers to work alongside our existing professional and successful team and add to the close knit, high performing regional group of sales and technical professionals.

As an established 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.

Responsibilities including but not limited to:

- Day to day customer relationship management
- Business development – hunter mentality
- Familiarity with Auto ID / Labelling products preferred
- Customer facing brand ambassador
- Internal and external stakeholder management – Quality communicator
- Attend events/exhibitions as required

What is required from you?

- Native speaking for Sales Region
- Strong presentation skills
- 5 years customer facing sales experience within the Auto ID market place
- Strong project management skills, short and long sales cycles
- Focused, driven and determined team player
- Solutions provider

Education and Experience:

- Degree level preferred or relevant experience
- Demonstrable commercial creativity, the ability to listen to customers and devise solutions.

Our offer

We offer a friendly team-based environment. Become part of our highly successful customer-driven EMEA team, focussing on quality and growth, with a salary and benefits to commensurate with your experience and knowledge within the industry.

To apply please send your CV to colin.cope@tscprinters.eu

Agencies please send an introduction first, as unsolicited CV's from agencies will not be considered.

TSC Auto ID is an equal opportunity employer