

SALESMANAGER POLAND DEFENCE TECHNOLOGY

The company: We are one of the big successful European companies in defence technology. Our innovative high - technology products set standards. In order to strengthen our international Sales team we are looking for a representative for Poland. Your office will be located in Warsaw.

Your profile: We are looking a person of integrity around 40 years witch stands out for excellent skill as empathy, analytic, systematic, endurance and credibility. We need a diplomatic but target - oriented communicator and negotiator, an experienced relation manager and "networker". We expect long standing professional experience in dealing with all Polish circles (political, industrial and military).

You must have a detailed knowledge about the structures and processes in the political and military Administration. Besides that you should know who is who and preferable have personal contacts to the current important opinion - leaders and decision - makers. The successful fulfilment job requires negotiable fluency in Polish and English. Further languages would be appreciated but are not absolutely necessary.

The task: Your main focus will be to take care and acquire personal relations with the decisive Institutions and persons as well as to investigate and evaluate the requirements of your Customer. Additional you will observe and estimate the activities of our competitors. Based on all of your information, you will develop in a close dialog with the specialists in our Headquarter customised system solutions which you are to present, to offer and sell convincingly to your clients. Besides this you shall keep good relations to journalists, the public press and all kind of media because public relation will be one of your tasks.

So the job includes both, strategic conception as well as the consequent operative realisation. Salary and fringe benefits are correlating to the big responsibility and our high requirements of your sales an communication skills. If you believe to fulfil our demands and you are interested in a challenging job you should send your informative application including your income expectation to our consultant who guarantees absolute discretion. If there are any questions in advance do not hesitate to call Mr. Dressen for further information. Fa. Dressen, P.O.B. 510421, 76193 Karlsruhe, , Germany, Tel: 0049-721-694001, info@personalberatung-dressen.de.



Bernd Dreßen Consultants