

# SCHIEBEL

The Schiebel Group operates across the globe in the fast moving and high-tech electronics world of unmanned aerial systems (CAMCOPTER® S-100 UAS) and state-of-the-art mine detection equipment. To support the requirement for the immediate expansion of our Sales Team, we are looking for a dynamic, flexible, hardworking, self-starter to fill the position of:

## Regional Sales Manager (x/f/m)

### Tasks:

- Be responsible for delivering international sales for the Schiebel Group, based out of Vienna, Austria, ideally.
- Deliver and fulfil annual Sales goals and targets, with associated bonus, in line with standard business practices.
- Conduct and be responsible for a range of marketing tasks, such as competitor and regional analyses.
- Be responsible for the sales process from initial discussion through to contract award, as well as support of existing customers and follow on sales.

### Requirements:

- Must have a minimum of five years' experience and a proven sales record in one or more international companies, with extensive knowledge of working in either the Government and/or Defence sectors.
- Practical experience in the export business and a motivated self-starter when dealing with international business partners and customers.
- Multilingual individual (fluency in both spoken & written English a must, and German highly desirable); plus fluency or a good understanding of more languages highly advantageous.
- Basic knowledge of avionics and aeronautical engineering highly desirable; the addition of an aviation background or pilot's licence would be beneficial.
- Military background preferred.
- Knowledge of and tactfulness towards foreign cultures and mentalities.
- Highly flexible and adaptable and willing to undertake frequent continental travel, sometimes for more than a week.

### What Schiebel offers:

- Fast-paced and exciting working environment based on a world-class product and an interesting and diverse range of global customers
- Growing company in which you will be given responsibility and be able to use your skills and previous experience to make an immediate impact.

According to the Collective Agreement, we offer an annual gross salary of € 80.000 with possible overpayment depending on education, qualification and work experience.

If you are seeking a professional career in a medium sized but global company at the front edge of technology that continues to expand, then please apply, preferably by email, to our Human Resources Department, at [work@schiebel.net](mailto:work@schiebel.net).

With your application, you consent to the processing of your data (personal data, application, certificates, etc.) and its storage for the purpose of processing your application by Schiebel

Elektronische Geraete GmbH. Your data will be stored for a minimum of 3 years and a maximum of 7 years. If you wish your data to be deleted please send an email to [work@schiebel.net](mailto:work@schiebel.net).