

Regional Sales Manager | Germany

Since we released our iconic P40 amplifier in 1968 we have pursued one simple objective: to produce audio equipment that faithfully creates a pure and natural sound. Whilst our contemporaries in America like heavier bass in their playback and often in Asia brands emphasise a mid-range mix to carry vocals, we at Cambridge Audio are sold on the unfiltered, unadulterated 'British Sound'.

We're looking for a fluent English/German speaking sales Manager based in the Frankfurt area who loves music and knows Hi-Fi to join the team in Germany to manage and motivate our retailers.

We are on a mission to become the most talked about hi-fi company in the world and we need someone to assist with ensuring we have long term sustainable growth in Europe's largest Hi-Fi market.

We are not necessarily looking for degrees or qualifications. But we are looking for the skills and ability to deliver the objectives of the German Sales Strategy.

KEY RESPONSIBILITIES

- Building strong relationships within the existing dealer network
- Expanding market-share
- Expanding and developing key dealers along with acquiring new dealers to secure the growth in market share
- Providing plans and proposals to ensure market share growth
- Implementing the sales strategy to deliver our sales goals.
- Training and developing dealers and retailers.
- Building and developing high level customer contacts/relationships to ensure sustained profitable growth
- Uses appropriate internal resources to meet customer and market requirements.
- Domestic (Germany) travel will be required

CAMBRIDGE AUDIO

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London SE1 4BB
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+44 (0)207 5515 418

Cambridge Audio is a brand
of Audio Partnership plc
Registered in England
No. 2953313

PERSONAL PROFILE

Experience:

- 3 + years in a sales role within the CE electronics

Leadership:

- Self starter/ self reliant but a team player
- Strong work ethic

Knowledge and Skills:

- Proven ability to achieve sales targets
- A basic knowledge of Hifi-electronics is required
- Work experience in Germany helpful
- Creative, dynamic and willing person, able to add value to our dealers
- Set clear expectations and follow through on them
- MS Office knowledge is beneficial

Salary: Competitive / Negotiable depending on experience.

To apply please email these to hr@cambridgeaudio.com all applications will be treated in the strictest confidence.

Work is more than work, we are passionate about what we do and have fun doing it.

We're a business full of great people who are encouraged to develop their careers and push their own creativity and progression. To find out more about us, visit:

www.cambridgeaudio.com/about-us

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