



InTEST Thermal Solutions is a small to mi-size company specializing in meeting the most demanding applications by engineering unique thermal test solutions. Our German subsidiary is acting as a European support center for the whole Europe and Israel. ITS the The Thermal Products of inTEST (INTT, NYSE), a public-traded company headquartered in Mount Lauren, New Jersey, USA. With about 2000 employees worldwide the group is having a yearly turnover of 75 million \$. We are following our success plan and we are now looking for a **passionate and highly motivated...**

## DIRECTOR OF SALES & SERVICE EUROPE

### YOUR TASKS:

- Responsible in developing new business and managing key accounts in in assigned countries in Europe including Israel
- Implementing a structured, regional sales plan aimed at generating new business, and to build strong, trust-based relationships with customers.
- Understand local market conditions and customer needs to drive results in order to achieve sales targets and sustained revenue growth in region.
- Search, Select, Contract, and manage relationship of distribution partners.
- Assist distributors to increase their sales expertise by providing sales training
- Assure compliance with European legal situation (EU directives) and keep Executive Management Team updated as needed.
- Coaching the team
- Follow up the competition activities and reporting them to the headquarter

### YOUR PROFILE:

- Master's degree in Electrical Engineering, similar or related Master studies
- Strong business sense with negotiation skills, goalorientation, communication skills, excellent leadership
- Experience with Capital sales in electronic and similar industries
- Willingness to work on a daily basis at our office in Müllrose, Brandenburg
- Willingness to travel (up to 50%) in Europe and Israel is a prerequisite
- Proven success in defining sales process and in building a winning sales culture.
- Ability to communicate, present and influence credibly and effectively at all levels of the organization.
- Strong focus on results and the will to work independently.
- Able to understand and communicate with different cultures
- Fluent in German (verbal & written) and English (verbal & written) Other language skills is an asset

### OUR OFFER FOR YOU:

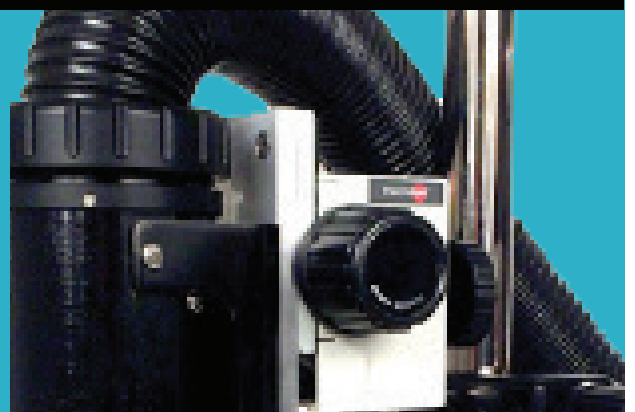
- A rare opportunity to join an established international business
- A superb chance to add value, make a difference and grow your career with a well-known company
- Permanent, long-term and independent position
- The holder of this position is also a managing director of the German subsidiary
- High personal responsibility and full P/L responsibility
- Very flat management structure and short decision paths
- Working in an effective and small team
- Challenging projects and varied work in Europe with the global key players
- The salary package is designed to attract the best talents available
- Company car/car allowance for private as well

## Temperature is your passion?

Then we should get to know each other !

Please call for more information.  
Available from Monday to Thursday  
between 11am and 4pm.

Tel. +49 173 935 21 27



To apply, please send your application to our personnel consulting partner CNA International incl. your salary requirement and your earliest date of entry

Email: [marko.kononen@cnaint.com](mailto:marko.kononen@cnaint.com)