

Our client OKI is the specialist for professional LED Printing & Signage Solutions as well as managed document solutions and sells its product portfolio in 120 countries worldwide. In Germany, the OKI Europe Limited based in Düsseldorf since 1984, is the sales, service and marketing organization of the Japanese OKI Electric Ltd.

We are looking for the business in DACH / BeNeLux with headquarters in Düsseldorf for an

Application Sales Consultant (f/m/d) – with focus on Retail and Signage

Scope of role:

- Maximize Industrial Vertical Print, called “IVP”, sales in respective central region (DACH/BeNeLux) including both hardware & more importantly consumables
- Support & guide local sales-managers with signage market approach
- Schedule and hold customer meetings to increase OKI footprint in signage market in retail as well as other vertical signage markets
- Acquire and support acquisition of new customers, through existing resellers, new resellers, value-added resellers and system integrators
- Increase incremental profitable revenue by capturing high page volume & high coverage print application
- Lead generation & qualification in respective country/region
- Sales support & sales trainings (internal & external) from an IVP sales perspective and coordinate industry focused customer events
- Drive prospect development, sales calls, product demonstrations and delivery of C-level (CMO, CIO, CFO, etc.) presentations
- Case study sharing & IVP Business reporting for respective central region
- Meet or exceed sales performance objectives by developing and gaining incremental business through the associated group of industry leading retail and/or signage partners

Our requirements:

- International Key Account / Industry Print or Business Development based sales experience preferable sales experience into large- or medium international Key Accounts and SIs/VARs
- Experience in B2B IT industry from a sales & business development perspective, preferably experience in some certain industry vertical sectors such as retail or healthcare (or any other relevant sectors with printing needs)
- Experience in consultative sales approach, identifying customer pain points in the business process, identifying unique printing needs and offering the solutions in a convincing and professional way
- IT standard knowledge
- Highly entrepreneurial personality with very good relationship management capabilities - internal as well as external

- Evidence of sales success and performance towards consistently achieving set sales targets / goals
- Good negotiation skills with sense for business cases or deal
- Higher travel willingness to meet with customers and partners
- Fluent in German and English is a must, other languages like Dutch is a plus

Our Offer:

- A thorough induction
- Attractive compensation, company car also for private use, and home office allowance are clear benefits
- A role in a creative and dynamic team with clear “Make it happen approach”
- Responsibility for success
- Being part of the OKI Team to help customers to increase their revenues and profits

You feel addressed?

We are looking forward to receiving your written and meaningful application (including salary request p.a.), which you please send to:

bewerbung@fit4retail.de

fit4retail GmbH

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