

Sales Manager

Display Solutions & E-Paper Business

Delta Group is the world's largest provider of switching power supplies and a major source for power management solutions, components, visual displays, industrial automation, networking products, and renewable energy solutions. Established in 1971, Delta Group has sales offices worldwide and manufacturing plants in Taiwan, Thailand, China, Mexico and Europe. As a global leader in power electronics, Delta is committed to environment protection and has implemented green, lead-free production and recycling and waste management programs for many years. Delta's mission continues to be: "To provide innovative energy-saving products for a better quality of life.

For our European organization we are looking for a

SALES MANAGER **Display Solutions and E-Paper Business Unit**

to be based anywhere in Europe and help grow the business in the EMEA region

JOB RESPONSIBILITIES

- » Identify and build up the EMEA region solutions business with system integrators in the e-paper market segments, penetrate the markets and establish the products.
- » Support the existing projector product category of the Display Solution business.
- » Support key accounts in Europe and work towards expansion in the EMEA (Europe Middle East Africa) region.
- » Develop and encourage a clear and open style of communication and be the link between customers and the Business Units and factories in Asia
- » Report to the Business Director and provide data for monthly reviews
- » Demonstrate commitment to quality in your work and deliver to targets as set by the Business Units.
- » Complete assignments in an accurate, thorough and timely manner and produce work that meets our standards.

QUALIFICATONS

- >> Computer or Electronic Engineering degree background with min. 5 years of proven history in Display Solutions business development
- >> Strong knowledge of networking technology and ODM/OEM business with customization process
- >> Experience and track record in selling or supporting business projectors, e-readers, retail POS application, as well as knowledge of wireless application. Knowledge of networking technology and other real-time OS for vertical application will be beneficial
- >> Considerable experience in a high-tech organization with channel of distribution experience
- >> Familiar with e-paper technology for vertical application, for instance in education, medical, retail, industry for presentation, interactive signage, document management & control purpose
- >> Excellent interpersonal and communication skills
- >> Ability to work independently and on targets
- >> Openminded and extrovert personality
- >> Strong analytical skills
- >> Fluent in English and any other Language would be a benefit
- >> Frequent travelling required

SALARY

A good salary package depending on qualifications and experience and good secondary conditions are being offered.

Please send written applications in English only to:

Attn.: Irene Liu - HR Manager

Email: iliu@delta-europe.com

Office Tel.: +31 (0)20 655 0903 (Netherlands)