



## Sales Manager Fan & Thermal Management Business Group

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 Hoofddorp office we are looking for a

### **SALES MANAGER FAN & THERMAL MANAGEMENT BUSINESS GROUP**

#### **JOB RESPONSIBILITIES**

- » Promote Delta thermal management products through indirect sales channel and support FMBG in achieving overall budget and team goals
- » Grow the business by identifying and developing (potential) key accounts
- » Support cross BU Sales activities from the perspective of the customer
- » Respond to RFQs, conduct in-field evaluation and competitive analysis
- » Provide input to Product Management and customer support teams with regard to sales policies, pricing, advertising, and specific market requirements
- » Project management - Close interface with application engineers, R&D engineers, inside support and technical sales support in Asia to ensure on time delivery
- » Analyse market conditions and competitor moves to set out a clear sales strategy which matches the customer strategy
- » Develop and encourage clear and open style of communications with relevant partners in Asia and USA to create and maintain an open and trusting relationship

## **JOB RESPONSIBILITIES**

- » Demonstrate commitment to quality in his/her own work. Recognize that own output is another's input in the global sales team. Complete assignments in an accurate, thorough and timely manner. Produce work that meets standards
- » Follow up on issues the Account Executive encounters with the customer, working closely with team members

## **QUALIFICATONS**

- » Technical Degree
- » Previous sales experience in this line of business of 5 years or more
- » Strong knowledge of EMEA market, Delta components product portfolio and competition
- » Excellent communication / interpersonal & strong analytical skills
- » Good organizational / prioritising skills & presentation skills
- » Fluent in English  
Fluent in other foreign languages ( ex : French or Mandarin ) will be a plus
- » Strong analytical skills
- » Frequent travelling required

## **SALARY**

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

## **Contact Information**

Attn: Eveline Oranje  
Email: [eoranje@delta-europe.com](mailto:eoranje@delta-europe.com)

Delta Electronics Europe  
c/o Eveline Oranje  
HR Officer  
Zandsteen 15  
2132 MZ Hoofddorp  
The Netherlands

Office: +31 (0)20 - 655 0902

Delta Electronics Europe  
Zandsteen 15  
2132 MZ Hoofddorp  
The Netherlands

Tel: +31 (0)20 - 655 0902  
Fax: +31 (0)20 - 655 0999  
Email: [info@delta-europe.com](mailto:info@delta-europe.com)  
Webpage: [www.delta-europe.com](http://www.delta-europe.com)