

Sales Manager

Lighting Power Business Unit

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 LIGHTING POWER BUSINESS UNIT

to grow our lighting power business in the EMEA region from The Netherlands.

JOB RESPONSIBILITIES

- » Identify and build up channel business in the lighting power market segments in the entire EMEA region
- » Work out strategies for each product, make EMEA market overviews, including competitor analysis, and plan and execute the strategies and plans
- » Develop key account management in the lighting power field
- » 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 Manager and provide data for monthly reviews
- » Demonstrate commitment to quality in his/her work and recognize that his/her output is the input for someone else in the global sales team.
- » Complete assignments in an accurate, thorough and timely manner and produce work that meets our standards.

QUALIFICATONS

- >> Min. 2 years of proven history in lighting business development
- >> Strong lighting power product and LED industry knowledge
- >> Sales experience in lighting power, lamps and luminaire segments
- >> Considerable experience in a large international, preferably Asian organization
- >> Excellent interpersonal and communication skills
- >> Ability to work independently
- >> Openminded and extrovert personality
- >> Strong analytical skills
- >> Fluent in English and German
- >> 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. HR Manager: Irene Liu

Email: iliu@delta-europe.com

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