

Export Manager - East Europe

Ditec Entrematic is a leading supplier of entrance systems for industrial, commercial and residential applications.

With international subsidiaries and manufacturing facilities as well as a wider network of local distributors, Ditec Entrematic provides entrance systems to a global clientele in more than 80 countries. The company is currently in an expansion phase and establishing new business areas.

Job description

We are currently looking for an experienced export manager for East Europe, who will be responsible of the sales to a number of key accounts and OEMs and later will take the responsibility of the whole area, coordinating some area managers.

Main responsibilities of the role

- Consolidation, develop and structure the export sales network managing distributor sales
- Work with the region's business plan, budget and strategic processes
- Introduce more products to enhance the position as entrance automation specialist in selected market segments
- Timely management reporting of results, strategic development and address management issues.

Applicant qualifications

- 5 / 10 years experience of international sales management and distributor sales
- Managerial attitude
- Experience from the relevant region
- Experience in the entrance automation industry is a plus
- Demonstrated skills in project management, multi-task execution and problem solving skills
- Strong in building relationships with key contacts at all levels in different organizations
- Analytical and energetic
- Result oriented and high performer
- Good communication and presentation skills
- High level of integrity
- Ability to think strategically and be hands-on simultaneously
- Fluency in English spoken, written at a negotiation level.
- Russian and/or other East European languages will be a plus.

Contact for more info: personale@ditecva.com