



With more than 150 employees and subsidiaries in US, UK, France, Japan and China, GMG is the leading supplier for high-end color management and proofing solutions since 1984. GMG software allows colors on printed materials to be reproduced exactly as expected, whether it is an ad, a publication or packaging.

GMG Headquarter is looking for a

Regional Sales Manager (f/m/d)

Italy, Turkey, Middle East & India

The Regional Sales Manager position is a combination of sales, business development, alliance management and (product) marketing management. You manage all aspects of the sales process of GMG solutions through an independent channel partner network as well as through direct sales in the assigned region. Starting from the annual business planning process for the assigned region with each of the channel partners up to being in the field with our channel partner's sales people visiting customers and actively supporting them in their sales activities.

Your role:

- Maximizing business in the assigned region by means of channel partner's engagement for GMG solutions through constant dialogue, supportive collaboration and pro-active guidance as well as direct sales
- Creating and implementing an annual business plan with each of the channel partners, as well as monitoring the execution of the plan throughout the year
- Provide comprehensive reports on a regular basis about channel partner's sales KPI's, forecast, market developments and competitive threats
- Assessment of existing channel partners and exploring potential new channel partner candidates in the assigned region in both existing and new market segments
- Ensure new lead generation by initiating and supporting channel partner's marketing activities
- Utilizing the CRM system (MS Dynamics) and driving the channel partner's utilization of the system for transparent and accurate pipeline predictability and reporting

Your profile:

- University degree in business, technical field or an equivalent education
- Strong business acumen: Experience in working with sales targets and constantly (over) achieving them
- Several years of experience in channel partner management in an international setting as well as in structuring / formalizing distribution partnerships
- Experience in selling solutions using a consultative selling methodology
- Good communication, presentation and planning skills
- A customer focused and service oriented team player
- Ability to learn new skills and easily adapt to changing environments
- High "Cultural CQ": The international setting demands influencing and persuasion in a tactful manner with understanding of cultural and business differences
- Experience in graphic arts / packaging (digital) printing industry required
- Experience in using a CRM system (MS Dynamics preferred)
- Ability and willingness to travel (up to 60%)
- Excellent Italian and English (verbal and in writing). Turkish and Arabic are an advantage

We offer:

- Workforce diversity
- Home office based work with high level of independence
- Excellent career growth opportunities in an international working environment
- Competitive pay and flexible working hours

"Flat management structures and therefore short decision-making processes allow a pragmatic and solution-oriented thinking in our teams."

Jochen Moehrke
Manager Customer Support

If interested, please send your resume to:
recruitme@gmgcolor.com.

Welcome
to the Team!