

# DATAMARS

Datamars ([www.datamars.com](http://www.datamars.com)) is a leading global supplier of high performance RFID-based solutions. Founded in 1988, the company has developed a broad range of identification solutions based on RFID transponders, readers as well as antennas and is currently market leader in the textile and companion animal identification markets. Fully integrated product portfolios, technological innovation and a profound understanding of customer requirements have earned Datamars a reputation for quality and performance worldwide. As an RFID manufacturing company, Datamars works with strong partners and has developed a worldwide distribution network in each of its target markets. Datamars employs more than 160 employees globally with offices in Europe, Asia, and the USA. In order to expand our international sales team, we are looking for an

open-minded, proactive and customer-oriented personality as

## Area Sales Manager Eastern Europe (m/f)

**Your mission:** Reporting directly to the Chief Marketing Officer, you will be responsible for the turnover of our products and for the growth of our business in the assigned countries. In accordance with our business strategy, you will acquire new customers in Eastern Europe, mainly in Poland, Russia, the Czech Republic and in Hungary. This includes managing all commercial aspects of our customer relationship accurately, profitably and in a proactive way. You will negotiate sales contracts as well as frame agreements. You will organize on-site trainings, seminars and other customer-related events and represent the division at local associations, exhibitions and forums. The person will preferably be based in Poland, Czech Republic or in the area of Zurich or Vienna. Frequent business trips within Eastern Europe are part of this challenging duty.

**Yourself:** You are an internationally oriented self-starter and a commercially minded personality with several years of B2B sales experience in an industrial and technology environment. Furthermore, you have a corresponding commercial and technical

background. Fluency in English (written/spoken) is a prerequisite. Good knowledge of any local language in your sales area and/or Russian as well as German or Italian would be more than an asset. Your sound communication, negotiation and presentation skills enable you to build relationships within various levels of large and medium sized companies, as well as in the different cultures. The possibility to act on your own initiative (from your home office) motivates you.

**We offer you:** If you are a committed, ambitious person we offer you the chance to develop a long-term outlook and a high degree of professionalism in a dynamic and fast moving international business. You will play a key role in driving the growth and success of our company in Eastern Europe. This is a unique opportunity to make a significant contribution using your drive, professionalism and sales experience. Flexibility, pragmatics and a good market sense will help you to influence your own success in your assigned area. We look forward to receiving your application.

Please send us your **complete application file** by e-mail to [zollikon.ch@mercuriurval.com](mailto:zollikon.ch@mercuriurval.com) with the reference **CH-706.18516** or to Mercuri Urval AG, Rietstrasse 41, 8702 Zollikon.

We will be pleased to give you further information under the following number: **044 396 11 11**. Mercuri Urval has offices in Zürich, Nyon, Basel and Bern as well as 65 branches worldwide. [www.mercuriurval.ch](http://www.mercuriurval.ch)

**Mercuri Urval**

**25 years for your success**