

Vacancies

Murata Electronics Germany

Sales Engineers for our Distribution Account Management

Job responsibilities

- To pro-actively promote Murata products in line with product & profit strategies and to pursue new business
- To establish and maintain excellent relations with the assigned distributors to be supported by frequent visits to distributors and their end customers
- To prepare, implement and monitor a strategic account plan for each assigned distributor, including customer, market and competitor analysis
- To organise and manage quarterly business reviews with the assigned distributors

Job requirements

- Master or bachelor degree in engineering or comparable technical education in connection with the appropriate professional experience
- In-depth market and product knowledge
- Effective communication, presentation and negotiation skills
- Excellent knowledge of German and English on a presentation level
- Good MS Office skills
- Readiness to travel within Europe