

wacom®

Live.  
Dare.  
Create.



For more than 35 years we have been proud to deliver innovative digital technologies to support all aspects of human creativity. Our creative products and services help industry leaders in film and 3D animation, industrial design, digital art, game development and a broad range of communication and expression.

At Wacom we believe in the power of ideas. Great new ideas can come from anywhere, anytime and to anybody. We constantly develop and integrate new hardware and software to help everyone capture, express, shape and share new ideas. Our mission is to inspire and equip people to make the world a more creative place.

As we continue to grow, we are looking for innovative colleagues who are open to new possibilities, people who dream big and put their heart and soul into what they do. Come and join us and share our passion for a creative world. We invite you to help us write the next chapter in the Wacom for business success story.

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#### **Sales Manager Russia & Ukraine (f/m/d) – located in Germany, Düsseldorf**

You will be responsible for ensuring overall sales achievement within the designated area (sub-region, country / market segments) in order to maximize sales growth and optimize profitability, taking care of distribution, channel partner and end customer relationship management. Moreover, you will also be responsible for stabilizing / expanding Wacom market position in the B2C and B2B areas.

#### **Tasks:**

- Define, within the guidelines, the sales strategy for the designated area, developing sales forecast, budget and planning;
- Oversee all sales activities (meetings, visits, events, etc.), sales support activities (including credit, invoicing, service, etc.) and pipeline development;
- Setup and maintain channel/partner network (distributor/ISV/SI/reseller) for the relevant business area;
- Guarantee regular monitoring of market performance and developments, competitive threats and timely correct business reports and forecasts in order to improve overall results and ensure sales strategy implementation;
- Initiate and oversee the marketing and promotional activities in the designated area supporting the overall sales & marketing strategy;
- Secure the forecasting process for financial, JDA and A&P;
- Develop and implement a strategic channel management model according to the strategy;
- Monitor customer sell-in/sell-out and inventory, report to sales management and take appropriate measurements to avoid excess or out-of-stock situations.

## Profile:

- Bachelor's degree (preferred);
- Minimum 7-year experience in similar positions, with 3 years in distribution experience/channel sales experience and experience in trade marketing within the consumer electronics environment;
- Strong knowledge of MS Office required, knowledge of MS Dynamics and standard reporting tools is a plus;
- Proven track record in winning new business and strong commercial awareness and negotiation skills;
- Good interpersonal skills, with experience within vertical markets;
- Self-motivation and drive;
- The ability to work both independently and as part of a team;
- Good verbal and written communication skills;
- Excellent planning and organization skills;
- Creative and open-minded;
- Fluent in Russian (mandatory) and good knowledge of German or English (written and spoken);
- Frequent travel required.

## Contact:

If you are interested in this position, please send us your application (German or English) consisting of a cover letter, CV and your salary expectations to [jobs@wacom.eu](mailto:jobs@wacom.eu).

Learn more about us on [wacom.com](http://wacom.com)

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