

**Job Reference:** EP/62.19.00  
**Job Title:** Regional Sales Manager  
**Reports to:** Sales Manager  
**Closing Date:** 18.04.20  
**Start Date:** ASAP  
**Interviews:** May 2020

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**Hanover Displays Limited** is a worldwide, leading manufacturer of passenger information systems for the public transport industry. All design and development, and the majority of production, is carried out at our head office in UK. Hanover Germany GmbH is based in Wuppertal. We also have subsidiaries across the world (France, Spain, Italy, Australia and the USA).

We are proud to have a friendly open environment in our German Sales Team and are looking for an talented professional to join us at an exciting time of growth and technological & organisational change.

A competitive salary package is available for the right candidate. Company provides a grant for private Health Insurance and a minimum of 25 holidays per annum.

<b>Key Objectives</b>	<ul style="list-style-type: none"><li>• To increase sales volume year on year</li><li>• To contribute towards improving company profits</li><li>• To help with the continuous growth of the company</li><li>• To build new sales in the German market for Hanover products (LED destination displays and on-board passenger information systems)</li><li>• To build and maintain excellent customer relationships</li><li>• To achieve growth and hit sales targets as set by the Board of Directors and your sales Manager</li><li>• To work with the sales team to ensure the smooth running of the department and meeting the overall needs of the business</li></ul>
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<b>Essential Skills</b>	<ul style="list-style-type: none"><li>• This role requires excellent knowledge of the public transport market within Germany and well-established contacts at bus builders, public transport operators and systems integrators.</li><li>• Excellent communication skills (both written and verbal) German and English</li><li>• German first language.</li><li>• Affinity with electronic systems</li><li>• Highly motivated with a drive to succeed and a passion for sales</li><li>• Target driven</li><li>• Strong business sense and industry experience is essential as are Commercial skills</li><li>• Excellent mentoring and people management skills</li><li>• Good planning and organisational skills.</li><li>• Must have the ability to work calmly under pressure</li><li>• Computer Literate, able to create &amp; maintain MS word, excel &amp; PowerPoint documents to high standard</li><li>• Enthusiastic and positive approach to tasks and setbacks.</li><li>• Organised and methodical approach to tasks.</li><li>• Initiative and self-manage\prioritise own workload</li><li>• Enthusiastic and able to use own initiative</li><li>• Flexibility when required</li><li>• Able to communicate with all staff in a courteous and clear manner.</li></ul>
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**Contact Information:**

Email us with your CV including details of your qualifications, experience and availability at [recruitment@hanoverdisplays.com](mailto:recruitment@hanoverdisplays.com)