

Job advertisement

CHANNEL SALES MANAGER NORDICS

Location: in a Scandinavian Country



Become part of our team!

A career with WEYTEC means working for a manufacturer and international provider of KVM solutions for trading and control rooms.

Work with us to create the perfect working environment for our customers, where security and efficiency are paramount



The WEY Group is a globally operating technology company. It has 12 offices worldwide and operates in more than 45 countries with local business partners. WEY specializes in high-tech KVM products & solutions for the transmission, control, distribution and display of various real-time data in trading and control rooms.

As an all-round provider, WEYTEC develops and produces virtually all its products and solutions in-house. First-class components, state-of-the-art manufacturing techniques and Swiss quality workmanship guarantee the impeccable quality of WEYTEC products and solutions.

The range of services extends from planning & design, project consulting, research & development, production to installation and support.

To support our sales team, we are looking for a Channel Sales Manager Nordics with the following job profile to start immediately or by arrangement:

Job description

- Learn the entire suite of WEYTEC offerings, how they are used by our customers, and make compelling recommendations for additional investments in WEYTEC solutions
- Significantly grow revenue from your partners by upsell on renewals and by identifying and closing additional new business
- Customer relationship Management. You will build an ecosystem of partners and end customers in the Nordics region
- Recording of customer requirements regarding the modification of products and services
- Responsible to achieve the yearly Sales goals
- Drive the business towards the set goals
- Cooperation with the product development area
- Presentation of new products and services
- Planning of various marketing measures and events
- Be aware of customer goals
- Be well informed about markets, products, industries and technical developments
- Provide information about the quality of products and processes
- Work out new market strategies
- Act as Voice of Customer and advocate to our Product Development and Marketing organization, to educate us on the needs of and opportunities and where we can grow to stay competitive
- Represent WEYTEC at client events, speak publicly to large groups as needed
- Passionate & Determined: does not take no for an answer - doesn't accept things as they are - asks not why but why not. But importantly doing this with passion, enthusiasm & integrity
- Disciplined and accurate forecasting and reporting of opportunities and all sales activities
- You will develop and maintain sales plans, metrics and strategy to build strong relationships resulting in growth opportunities

Formal requirements

- BA/BS degree in a related field
- MBA or relevant graduate education in a related field
- Excellent communication and analytical skills
- Experience in the AV or IT industry and experience in the Nordics/Scandinavia
- 5-10 years of experience in quota-carrying roles

Professional competences

- AV or KVM experience or network knowledge
- Experience in dealing with system critical systems
- Experience in the Nordics/Scandinavia and familiar with the cultural approach
- Experience in dealing with partners
- Excellent English skills, any additional language is a plus



- A solid understanding of economic correlations
- Good communication and negotiation skills
- Analytical capabilities
- High degree of service and customer orientation

What we offer

- Secure job with the world market leader
- Appreciative performance culture
- Wide range of training and further education opportunities
- Active health management
- Work in a small team
- Very varied tasks

We offer you a versatile and challenging job in a modern and future-oriented company. Have we aroused your interest? Then we look forward to getting to know you and receiving your complete electronic application via this [link](#).

If you have any questions, please contact Markus Buetler, Managing Director (mail markus.buetler@weytec.com).