

REGIONAL SALES REPRESENTATIVE/ENGINEER

responsible for expanding client portfolio by actively developing network



What your responsibilities will include:

- Identifying prospective customers and distributors to collaborate with
- Conducting the sales process in a designated market
- Supporting distributors in their marketing / sales activities
- Ensuring the proper flow of information and documentation between the company and the distributors
- Recognising the developmental needs of distributors in the area of the company's product expertise and improving their competence in this area
- Monitoring direct customer satisfaction in relation to their cooperation with distributors



What we expect from

- **Higher technical education in the following fields: physics, electronics, mechatronics, photonics, materials science and related subjects**
- Experience in sales in the high-tech industry, the preferred sales model is based on application engineers
- Experience in collaboration with clients on the international market
- Presentation skills, also in remote mode
- Successes in building long-term relationships with clients confirmed by numbers
- English and / or German language skills at the level of min. C1
- The command of Chinese, Korean and Japanese is also welcome
- Efficiency in building and maintaining relationships with clients from different cultural backgrounds
- High level of commitment and delivery of the highest quality results



We offer:



**WORK
ON INNOVATIVE
TECHNOLOGIES**



**COOPERATION
AND STABILITY
OF EMPLOYMENT**



**TRAININGS
AND PROFESSIONAL
DEVELOPMENT**



**ORGANIZATIONAL CULTURE
PROMOTING FAMILY
VALUES**



**EMPLOYEE BENEFITS
PACKAGE**

If you want to apply for the job, please send your application together with accompanying documents to:

rekrutacja@vigo.com.pl

Providing data within the scope defined in the Labour Code of 26 June 1974 and in secondary legislation is voluntary but required for conducting the recruitment process.

The documents to be submitted by the applying candidate should contain the following clause: 'Pursuant to the Act of 29 August 1997 on the protection of personal data (Journal of Laws of 2016, item 922) I hereby consent to have my personal data processed for the purpose of participation in the recruitment process conducted at Vigo System S.A.'; and a declaration of acknowledgement of the following information:

1. The Controller of the personal data provided in the documents submitted for recruitment purposes is VIGO System S.A., hereinafter referred to as the Personal Data Controller.
 2. The registered office of the Personal Data Controller is situated in Ożarów Mazowiecki (05 - 850), at 129/133 Poznańska St.
 3. The Personal Data Controller may be contacted by e-mail at ado@vigo.com.pl
 4. The personal data will be processed solely for purposes related to the recruitment for a given position and to actions that need to be taken in the course of the recruitment process.
 5. The data will be stored until the end of the recruitment process and will be deleted no later than within 6 months from its end.
 6. The Personal Data Controller does not intend to transfer the data to other recipients or to any third country, or to international organizations.
 7. The Applicant is authorized to demand that the Personal Data Controller enable the Applicant to access, correct, supplement, transfer and/or delete their data, or that the Controller limit the extent to which the data are processed.
 8. The Applicant is authorized to file a complaint with a regulatory body in relation to the processing of personal data.
 9. The Personal Data Controller will not take automated decisions based on the possessed personal data, including decisions that result from profiling.
- (failure to include in the application documents the clause provided above or to acknowledge the above information will prevent participation in the recruitment process).