



FUSION Entertainment, one of the most exciting and innovative mobile entertainment companies in the world, is searching for a PASSIONATE and DEDICATED individual to join the already successful European team. FUSION is currently the Entertainment standard in the marine sector and is rapidly expanding its product range to grow into the R.V. / Camping car market. FUSION is owned by Garmin.

For the German market we look for an

Sales Manager Germany (FUSION) (m/f)

Position Summary: Highly motivated professional to develop new sales and cultivate/expand sales with existing accounts; primarily focused on the RV/Caravan and Fusion Marine markets. Supports all German OEM's. This position reports to the Director Sales Europe & Middle East (FUSION) and has no direct reports.

Essential Functions

- Plan and prioritize personal sales activities and customer/prospect contact towards achieving agreed business aims, including costs and sales - especially managing personal time and productivity.
- Help plan and manage personal business portfolio/territory/business according to an agreed market development strategy.
- Maintain and develop existing and new customers through appropriate propositions and ethical sales methods, to optimize quality of service, business growth, and customer satisfaction.
- Use customer and prospect contact activities tools and systems, and update relevant information held in these systems when necessary.
- Monitor and report on market and competitor activities and provide relevant reports and information.
- Attend and present at external customer meetings and internal meetings with other company functions necessary to perform duties and aid business development.
- Attend internal and external training sessions and develop relevant knowledge base, techniques and skills.
- Cultivate a good working relationship with our distributors, OEM's and dealers to support ongoing sales relationships.
- Running events such as public and consumer shows as well as customer training sessions.
- Attend sales events where required.
- Establish and execute sales plans, sales promotions.

Other Responsibilities

- Complete timely and succinct trip and status reports
- Excellent product and pricing knowledge
- Manage large accounts with excellent project skills
- Perform other job-related duties as assigned



Education, Experience, and Skills Required

- 2+ years experience in sales and marketing in the RV/Caravan market
- Exceptional communication oral/written and interpersonal relationship skills
- Highly motivated, self-starter; ability to work remotely
- Proven track record of sales successes
- Excellent organizational skills
- Must be an articulate and fluent communicator in English and German languages, written, verbal as well as translating, and at ease with public speaking
- Ability to prioritize and handle multiple tasks
- Full Driving License
- Must be detail-oriented and have the ability to work proactively and effectively with minimal supervision
- Demonstrated organizational skills with the ability to prioritize and multi-task in a flexible, fast paced and challenging environment
- Demonstrated strong and effective verbal, written, and interpersonal communication skills
- Must be team-oriented, possess a positive attitude and work well with others
- Superior organizational and analytical skills with keen attention to detail and quality
- Excellent time management and presentation skills
- Proven technical aptitude with consumer/marine electronics
- Ability to travel on business domestically and internationally as required
- Proficient in Microsoft Office Suite
- Exhibits confident telephone manner

Desirable Qualifications

- Experience in consumer products retail marketplace
- Personal experience in Fusion's core market segments
- Excellent product knowledge of consumer electronic devices and products

If this sounds like the job you've been looking for, please label your completed application package and salary requirements. Please send all documents in English language to karriere-muenchen@garmin.de

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