

Time for Visions



EBV is a \$ 1billion semiconductor distributor - a market leader in demand creation with many of the world's blue chip semiconductor manufactures as our prime franchise partners. With 40 years experience and over 850 employees across Europe we are constantly setting high standards in innovation and quality. We give our employees the power to make decisions enabling them to develop and realise new ideas. We are now rated one of the best employers in Germany's small and medium-sized businesses. We are looking for enthusiastic people, with a positive attitude and ability to work in a team environment.

**To give the best possible support to our customers
and great career opportunity to the successful applicant we are looking for a:
Regional Sales Manager (m/w) Porto, Portugal**

Responsibilities

- Set goals and create sales budget and budget fulfillment
- Manage major accounts and area sales
- Motivate and lead a successful team of sales engineers, application engineers and inside sales people
- Maintain contact to suppliers and people in headquarters
- Being an active member of the South Management Team
- Cooperate with the management of our regional application engineers

Profile

- Strong knowledge about electronics industry with a minimum of 5 years experience in similar job function
- Strong analytical, communication and negotiation skills
- Open minded, flexible and energetic
- Willing to travel
- Proven technical and commercial skills
- Fluent in Portuguese & English written and spoken; Spanish & German knowledge is an advantage

We can offer a very competitive salary and bonus scheme. The regional sales manager will be based in our **Porto** office.

If you are interested in this position, please send your application and CV including your salary expectations and earliest entry date to recruiting@ebv.com