

DATA MARS

About Datamars

Datamars is a leading global supplier of high performance RFID-based solutions. Founded in 1988, the company has developed a broad range of identification solutions based on RFID transponders, readers and antennas and is currently market leader in the animal and textile identification markets. Fully integrated product portfolios, technological innovation and a profound understanding of customer requirements have earned Datamars a reputation for quality and performance worldwide. As an RFID manufacturing company, Datamars works with strong partners and has developed a worldwide distribution network in each of its target markets. Datamars employs more than 250 employees globally with offices in Europe, Asia-Pacific, and the Americas.

For our Animal ID Division we are searching an experienced

Sales Manager Datamars Spain

Animal ID Division

Responsibilities:

In accordance with the business strategy, the Sales Manager acquires customers and supports them commercially. With support from the marketing and sales back office teams, he/she negotiates sales contracts, terms & conditions and frame agreements with new and existing customers. He/she is responsible for the development of the Spanish market; he/she will travel intensively within this area and preferably lives in the Barcelona area working from the Datamars Spain offices.

Responsible for his/her budget he/she performs the following tasks:

- Acquisition of new customers and value adding resellers
- Collaboration with local government authorities and agencies, especially the 17 animal health medical colleges within Spain that manage the purchase of electronic ID transponders for companion animal used by veterinarians.
- Development of relationships with strategic partners
- Organization of on site trainings, seminars and other customer related events
- Representation of the division at local associations/exhibitions
- Participation in definition and provision of his/her budget and sales tools to management and within the company
- He/she may represent the company in forums, seminars and presentations

The Sales Manager reports to the Chief Marketing Officer.

Requirements:

Experience with Companion Animal products or services are requested. The person should have at least 5 years experience in sales management within the animal health markets and a proven track record of achieving business development and sales targets.

The job requires fluency in English and one of the following languages: French, German, or Italian is preferred.

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We offer:

- Dynamic work environment
- International company with excellent reputation
- Leading position in our markets on a worldwide level
- Competitive compensation package
- Paid vacation days and reimbursement for work related expenses
- Opportunity to drive growth and grow with the company

Please send your application with motivation letter, photo and CV to recruiting@datamars.com and mention "Sales Manager, Spain, Companion Animal Identification" in the subject line.