



BEYOND LIMITS



For more information and to apply for this position, email us on

hr@intelligentmemory.com

I'M Intelligent Memory Limited

www.intelligentmemory.com

Sales Manager EMEA

Starting time: Flexible

Work Location: Frankfurt/Main or home office

Main tasks include

- Supporting assigned distribution partners and direct customers across EMEA
- Joint field activity with distribution partners, for example presence on trade shows or end customer visits
- Primary contact window to customers, for commercial and technical inquiries as well as design-in activity.
- Cooperation with Sales Assistants on commercial support to customers and with technical teams for deeper technical discussions
- Market sensing and internal reporting
- Business planning, demand planning & forecasting
- External representation of I'M on tradeshow
- Creation of presentation material for internal and external purpose
- Monitoring and analysis of sales and design-in status
- Support of marketing activity
- Required travel: around 50%

Your profile

- Proven relevant commercial and technical background, through education and/or work experience
- Proven record of international exposure, for example by living/studying/working abroad or by working in an international environment
- Language skills: Fluency in English, good command of German language. Additional languages are a strong benefit
- Ability to talk to customers on different levels: product management, FAE, sales or C-level
- Ability to work in a global and diverse environment
- Drive to continuously learn
- Strong team spirit
- Professional and solution-oriented attitude

What we offer

At I'M, we believe that every team member is key to our success in business. For that reason, our aim is to create an environment that enables everyone to contribute in the best possible way. Below are examples of the benefits we offer and the culture we live. As we are a very dynamic organization, benefits will constantly be reviewed and optimized based on individual requirements and inputs.

We approach colleagues as well as external partners with the highest level of **Respect**, regardless of any differences in culture, background or opinion. Diversity and open communication are a core value to I'M. We appreciate constructive criticism as it helps us make better decisions.

We **recognize** individual contribution through regular feedback and by prioritizing internal career development. In this context we also support **personal development** through individual or group trainings.

We encourage a good **work-life balance**, through flexibility working time or the option to work from home and also support a healthy lifestyle with a variety of small contributions that depend on region, work location and individual requirements.

To support a strong **team spirit**, we support regular team activities such as short trips, team building events or activities at or after work.