

To acquire, manage and grow our business in the technical superstores channel, DIY, ETAIL and B2B, we have a position available for a

Sales Manager North America

Role:

The Sales Manager (SM) is responsible for the One For All portfolio within the above mentioned sales channels, achieving budgeted Net sales through effectively managing volume, discounts and returns. Identify and secure incremental opportunities via data analysis, negotiation and retailer specific category growth extrapolation. As part of the US retail sales team, the SM will work on strategy planning and implementation together with the marketing and product management teams located in our European Headquarters in the Netherlands.

- Set up and attend customer meetings, conduct preparation with retailer specific analysis and business updates;
- Build strong relationships within channel to increase turnover, expand product lines, land promotional product plans et cetera;
- Monitor execution of promotional plans through the year and continually adjust to ensure budget is met;
- Use stock, sales and GFK market data sources to analyze and strengthen the selling story;
- Maintain a multi-point contact network within the customers and channel in order to successfully implement the customer business plan;
- Work with team to create business model for new opportunities within the channel and manage through set up ongoing business;
- Achieves budgeted KPI's and regularly reports on business updates and ongoing analysis;
- Update the customer plan and keep record of external environment (pricing, promotions, GFK, trends);
- Analyze competitor activity and make recommendations to drive continuous improvement;
- Work within the wider business to correctly forecast each customer and implement any marketing activities.

The sales manager works from his home office in the USA, visits partners and clients on a regular base and attends international sales meetings in our European Headquarter multiple times per year.

Position requirements:

Our employees are our success. For this role we are looking for a highly competent, proactive individual with strong personal skills looking to progress a career in Consumer Electronics Account Management. You have a proven track record in FMCG and seeking for a career development.

The right candidates possessing the ability to effectively negotiate and have the skills needed to influence both internally and externally in order to deliver and achieve One For All® budgets. A team player who enjoys sharing best practices to the wider North American

business in order to stimulate and support new processes. You have the drive, ambition and acumen to take ownership and turn opportunity in to commercial success.

- Preferably a bachelor degree and minimum 5 years of relevant work experience
- Proven track record of selling into either electrical multiples or mass merchants accounts
- Excellent presentation, numerical and analytical skills
- Ideally working within the Consumer Electronics arena, although not essential
- Comfortable implementing joint business planning and influence at all levels
- Commercial planning and forecast proficient
- Self starter with the drive to create and implement a customer plan
- Interested in consumer electronics, technology and gadgets

Our offer

Next to a competitive salary and bonus package, be part of a team that has a true passion for innovation and technology. Those passions resonate worldwide throughout all of Universal Electronics locations with talented innovators, engineers and designers. Team members are focused on improving the user experience while solving industry and consumer challenges. UEI offers talent the opportunity to develop oneself and grow both horizontal or vertically throughout the global organization.

Contact details

For more information about One For All®, Universal Electronics and the role offered, please contact Rianne Schutte – HR Manager at careers@uei.com/ +11 31 534888000

Learn more about us

Discover One For All - <https://vimeo.com/310061718>

30 years Universal Electronics - <https://www.youtube.com/watch?v=jJ-bvBUktiE>

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