



Sharp NEC Display Solutions Europe GmbH is the leading global provider of professional and commercial visual technology and digital signage solutions, owned jointly by Sharp Corporation and NEC Corporation. Sharp NEC Display Solutions offers one of the broadest visual solutions portfolios in the industry, innovating in LCD displays, lamp and laser projectors, dvLED, 8K and 5G technology, collaboration solutions, calibration tools, IoT and AI driven analytics. Sharp NEC Display Solutions is a trusted name and a total solutions provider with strong ties to industry partners, and has a reputation for quality, reliability, and industry-leading customer support with a range of professional service offerings. Serving a wide variety of markets, the organisation's expertise spans retail, enterprise, education, entertainment, transportation, energy and utility, and more.

For our Sales department Iberica at our offices in Madrid, Spain, we are seeking an

Channel Account Manager (m/f/d)

This Sales position will be part of the Display Solutions team and will report directly to the Sales Director Iberica based in Spain.

Your tasks

- Sales of Sharp/NEC product portfolio towards and through channel partners
- Main contact and account manager for assigned resellers and end users (but not limited to)
- Establish deep and wide relationships and mutual trust, through proactivity, close dialogue and high visibility at resellers (incl. stakeholders and "influencers")
- Close cooperation with key resellers, in order to identify and develop growth opportunities in the market (incl. setting/follow up of growth plans and sales targets)
- Constant search for partner expansion – dormant and new business opportunities (regional and vertical)
- Pro-actively identify and pursue tenders, projects and frame agreements with resellers and corporate team
- Plan, implement, coordinate and follow up market activities (incl. visits @ end users)
- Basic technical support and training of partners and customers
- Create and follow up ibids for projects and promotions
- Regular input to forecast based on pipeline, stock levels, run rate, promotions etc
- Plan, support, follow up and analyze market activities with resellers
- Keeping an overview of market development, including new biz opportunities in segments
- Represent Sharp/NEC at tradeshow, conferences and various events

Your profile

- Minimum 5 years sales experience within channel sales, preferably within the AV/IT industry
- General technical interest and knowledge
- Strong language skills (English) – written and verbal
- Very good IT skills (MS office, CRM tools, ideally Salesforce)
- Prepared to travel (60%) – visibility at resellers and end users
- Convincing, secure and confident personal and professional appearance
- Positive and solution minded approach and appearance
- Independent and self-motivating, but still being a team-player by sharing best practices and successes inspiring colleagues



Our offer –

- In our Madrid offices, we work in centrally located, modern and friendly offices that can be reached by several means of transport
- At Sharp NEC, the environment in which 230 colleagues from more than 10 different nations work together, is characterized by flat structures and open communication
- With internal and external training opportunities, you always keep up to date with the latest technology or subject

We hereby inform you about the processing of your personal data by Sharp NEC Display Solutions Europe GmbH and the rights granted to you under the Data Protection Act:

<https://www.sharpnecdisplays.eu/p/de/de/Launch/InfoDataProtectionAct.xhtml>

Please send your application with relevant documents and your earliest possible starting date and salary expectations by E-Mail to Recepcion.SEES@sharp.eu. For more information, please visit <https://www.sharpnecdisplays.eu/>

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