

VACANCY

Position	:	Regional Sales and Marketing Manager
Business unit	:	Hensoldt GEW
Location	:	Pretoria

As our Regional Sales and Marketing Manager, you will be at the forefront of our growth strategy. Your mission? To secure order intake and propel our business to new heights through innovative and targeted sales and marketing activities. You'll be working closely with a talented team, leveraging your expertise to execute our approved business plan and exceed our ambitious goals.

Qualifications and Ideal Experience:

- Degree or National Diploma in Electronic Engineering
- 5 - 10 years' experience in a project environment

Key Technical Skills and Experience:

- Proposal writing, presentation creation, and delivery skills
- Sales and marketing acumen with excellent communication skills
- Advantageous: RF communication and systems engineering experience, EW,
- Communications, and Spectrum Monitoring experience
- Excellent interpersonal, organizational, and negotiation skills
- Ability to work with international customers and travel internationally.

Key Responsibilities:

- Identify and establish strategic partnerships for market routes.
- Develop and maintain relationships with key partners to grow new opportunities.
- Collaborate with various departments to prepare and approve bids.
- Contribute to the sales order intake pipeline by engaging existing and new customers.
- Maintain customer information and interactions in the CRM database.
- Conduct annual Customer Satisfaction Surveys
- Compile and maintain Product Marketing Plans, including SWOT analysis and market competition status.
- Perform market price analysis.
- Support R&D processes with marketing inputs
- Provide inputs for product line roadmaps indicating improvement potential.

Ideal Behavioural Competencies:

- Customer service and market orientation
- Teamwork and collaboration
- Quality commitment and attention to detail
- Accountability and ownership
- Problem-solving, critical analysis, and decision-making
- Conflict management
- Planning, organizing, and team leadership.

Interested candidates may apply by submitting their resumes via e-mail, with reference to the position in the subject line.

Applications can be sent to Cymondi Stassen at recruitment@hensoldt.net

Should you not be contacted within 14 days after the closing date, please regard your application as unsuccessful.

About HENSOLDT South Africa

HENSOLDT South Africa is a pioneer of technology and innovation in defence and security electronics. The company offers a comprehensive range of products, systems and services across defence and civil markets, from spectrum dominance, optronics and radar, to IFF, datalinks and integrated security solutions. With more than 800 South African employees across three sites in South Africa, it is the HENSOLDT Group's largest industrial base outside of Europe and one of the largest defence and security electronics companies in South Africa.

HENSOLDT South Africa focuses on diversity, equity and inclusion in our organisational strategy. We are committed to building a diverse and inclusive corporate culture to the benefit of our employees and to deliver better outcomes for our clients. In line with our commitment to employment equity and our focus on diversity in the operational environment, we welcome applications from all ethnic groups. In line with HENSOLDT's commitment to employment equity and our focus on diversity in the operational environment, preference will be given to suitable candidates from designated groups.
