

## **Organization Profile**

*Micro-Star International Co Ltd, employing 13.000 people and a worldwide leading manufacturer for computer components like Motherboards and Graphic cards, Notebooks, Tablets, All-in-One PCs, Desktop PCs Monitors and other IT peripherals and add-on cards.*

*Mystar Computer B.V. is one of the ten European subsidiaries of Micro-Star International (MSI) and is responsible for the Sales and Marketing of MSI products in 25 countries in the EU region. Mystar is based in Son (near Eindhoven) and selling its products through its distributors and dealer network towards the end-users. For this ambitious and dynamic company, we are looking for an:*

### **International Account Manager SEE (Fulltime)**

#### **The Job Main Objectives**

The Sales department is responsible for all sales related activities of the Mystar region. As International Account Manager for the South Eastern Europe (SEE) region, you have strong analytical skills, excellent communication skills and a result driven personality. As being responsible for the most potential, yet challenging market, you will be responsible for the development of business in the SEE region such as Hungary, Greece and Balkan countries. You have the ability to analyze the fast changing market, find opportunities to gain market share and reach your sales targets. In this position, you maintain contacts with customers, distribution centers and resellers. Being an open-minded person with high understanding of cross-cultural communication is very important in this position.

Approximately one time per quarter, you will visit local customers to make sure the account planning stays up to date. Sales is supported by various departments like Technical Support, Marketing, Logistics & Warehouse and HQ in Taipei.

You start with a thorough induction program including several trainings in which you will be getting more familiar with the company, the MSI products and markets.

#### **Account/Channel Management**

Build and maintain relationships with key accounts and industry partners. Quarterly Business Reviews (QBR) with key accounts to review challenges and areas for improvement. Regular procurement/product meetings. Drive and manage account planning for key accounts. Explore specific needs and develop new opportunities. Product mix planning and management. Look for new key-accounts in this market. Plan business trips to visit key accounts periodically.

#### **Sales Planning & Execution**

Execute sales plans provided by the direct manager. Provide status reporting on a weekly basis. Know the sales details of your customers. Achieve growth in market share and revenue. Prepare forecast on a weekly basis. Inventory management; prevent/solve stock aging at the warehouse and accounts. Product mix planning and promotion planning by channel/account. Build a channel map, understand our current position and make an action plan to improve the share. Set targets for all accounts. Identify and develop new channels. Understand the market and gather market insights. Provide information by collecting, analyzing, and summarizing data and trends.

Monitor market share status by account and take action. Identify emerging markets and market shifts, while being fully aware of new products and competition status. Analyze competition and Stock Keeping Unit (SKU). Watch weekly run rate by account to understand the impact of competitor promotion activity. Understand price band trend and other index for better product mix plan.

### **Required Skills and Knowledge**

To be successful within this position you have at least a Bachelor degree in (commercial) Business Economics or equivalent. Besides that, you have between one and seven years of relevant sales experience, preferable in the Computer Hardware or Consumer Electronics business.

We are looking for a candidate with the following:

- Bachelor degree (commercial) Business Economics
- Between 1 and 7 years of (international) Sales experience
- Interested in Consumer Electronics / Computer Hardware
- Professional proficiency in speaking and writing; English and preferable a local SEE language
- Living in the region where our European Headquarter (the Netherlands) is located.

### **Required Competences and Personality**

At MSI we believe in three core values: *Teamwork*, *Passion* and *Execution*. In order to be successful you must have these competences. Besides the company's core values the ideal candidate has the following competences: Self-awareness, flexible, curious, eager to learn, persuasiveness, perseverance, initiative and enthusiasm.

### **Our offer**

At MSI you can count on a dynamic, demanding, international and non-formal working environment in which initiative and hard work is being recognized and rewarded. The employment package is competitive and depends on level of experience and knowledge.

### **Interested?**

Are you interested in this challenging position, please contact:

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