

## 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 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 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 Nordics** (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 Nordics region, you have strong analytical skills, excellent communication skills and a result driven personality. In this position you maintain contacts with customers, distribution centers and resellers. Core tasks are maintaining current sales channels and develop new business by cross and upselling. This can be done by finding leads and prospects in the channel.

Approximately one time per quarter you will visit local customer 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.

#### **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.

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
- Spoken languages: English and preferable Swedish

#### **Additional criteria**

- This position is home based
- You have knowledge about the gaming industry
- You have understanding about the Nordic gaming market
- You are willing to travel 40% of the time; both domestic and international

#### **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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