



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:

Regional Manager Nordics (Fulltime)

Main Objectives

Being a Regional Manager at MSI's subsidiary office Mystar Computer, you will be working closely with an international team. Being responsible for the development of strategic sales plans for your region, providing coaching and development to your Sales and Marketing team. Monitoring actual sales performance against sales targets and objectives will be your main tasks. You have the drive and motivation to develop sales opportunities with new and existing customers to achieve budgeted sales quantity, revenue, expense/revenue ratio and profit for your region. You will be supported by various departments like Technical Support, Marketing, Product Management and our Headquarter 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 the market you're responsible for.

Core tasks

To be successful within this position as Regional Manager Nordics, you can take care of the following core tasks;

- Lead acceleration of growth of this region and gain market share.
- Develop and execute business strategies to reach business goals.
- Analyze problematic situations and provide solutions to ensure business group growth.
- Plan and coordinate resource allocation to drive growth.
- Raise to General Manager required changes in leadership, management, organization and processes to win.
- Lead effective planning and Sales & Marketing execution through the deployment of Sales & Marketing metrics and management systems.
- Support Sales & Marketing Team to achieve revenue and profit plans. Review and approve sales proposals.
- Lead this business group all to be successful and solve issues.
- Improve customer satisfaction to become the best of class with a focus on ease of doing business issues to further drive customer satisfaction results.
- Contribute to the overall Mystar success.
- Occasionally support other business groups and General Manager where required as a team player.
- Actively support improved teaming and interlock between Mystar Management Team.
- Communicate and discuss status and progress to General Manager on a weekly basis.
- Attend Quarterly Business Reviews (QBR) with Head Quarter (HQ) on request.
- Comply with all published MSI/Mystar processes and guidelines.



Required Skills and Knowledge

- Bachelor or Master degree preferably in Commercial Economics, Business Administration, Marketing or other related background
- Languages: professional proficiency in English speaking and writing. Any Scandinavian language, Dutch, Chinese or other European languages will be highly appreciated
- You are a natural leader within Sales and your current responsibilities includes a multi-million revenue target for sales and successful delivery management within your practice.
- A minimum of 6 years Management experience in Sales within the computer industry.
- Excellent communication skills within in an international environment.

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, flexibility, curious, persuasiveness, initiative, perseverance, eagerness to learn and enthusiasm.

We Offer

- Excellent primary and secondary conditions
- A young, international, motivated, and active team as your co-worker
- Pension and pension advice
- Health Care Insurance discount program
- Chance to develop your career and managerial skills within the top gaming hardware manufacturer in Europe
- Sales/Negotiation professional training course given by external company
- English/Dutch/Mandarin language courses (optional)

Company introduction

- <https://www.linkedin.com/company/273851/life/>
- <https://eu.msi.com/>

Interested?

Are you interested in this challenging position, please send your English resume and motivation to:

E-mail: nl-mystar-pa@msi.com