



In the 1920s Blaupunkt still had another name. In 1923 - when radio broadcasting made its first sound in Germany – the “Ideal” company was founded in Berlin. It first produced headphones. Every single item was carefully tested by technicians and labelled with a quality symbol – the blue point.

Today you'll find Blaupunkt at all kind of consumer lifestyle product categories such as home / mobile audio, TV sets, car multimedia but also new business fields such as Smart Home Security, Air Treatment Units and LED lighting products.

All over the world Blaupunkt is represented by carefully selected fine group of brand licensees under the roof of the Blaupunkt Global Brand Community.

GIP Development S.A.R.L is based in Leudelange, Luxembourg and the owner of the brand Blaupunkt and the creator of the Blaupunkt Global Brand Community.

We are looking for a flexible, motivated and convincing

Sales Support Specialist (M/F)

who will provide support to sales representatives. Our ideal candidate is an experienced professional with knowledge of sales and customer service best practices. You should also be able to interpret sales metrics and be goal-oriented. We expect you to perform well in a team environment and have exceptional people skills. Ultimately, you should be able to ensure smooth sales team operations.

Job Duties:

- Development of the license business lead generation for the whole brand portfolio and implementation of sales tactics
- Provide troubleshooting assistance for account statuses and relevant problems
- Provide data and guides to help the sales team
- Develop and monitor performance indicators
- Manage sales tracking tools and report on important information
- Keep record of sales trends
- Liaise with Sales Managers and the team to develop specific sales strategies
- Stay up-to-date with new product and feature launches and ensure sales team is on board
- Identify, analysis and screen potential licensees or business linking opportunity on the different means of online communication (e.g. linkedin ...)
- Following up on incoming or self-generated leads, your role can include networking and setting up appointments
- Maintain current knowledge of industry trends, competitors, business opportunities, threats and dynamics
- Suggest sales process improvements

Your profile:

- You have a bachelor degree in Sales or Marketing fields
- 3-5 years experience in a similar role
- Hands on experience with ERP, CRM Systems and digital world
- Experience in licensing business is a benefit
- Experience in the Consumer Electronics or household appliances areas is a strong asset
- Excellent interpersonal, communication, and presentation skills
- Strong relationship building skills, flexible and adaptable; patient; able to collaborate, influence, and persuade at all levels of an organization, both internal and external
- Capable of working independently and managing a variety of initiatives / opportunities simultaneously
- You are fluent in English, any other language will be considered as a strong asset
- Self-motivated, entrepreneurial
- Team player with strong interpersonal skills
- Analytical/strategic thinker
- Willingness to travel

Contact:

For application and for further information, please contact us: info@gip-development.lu