



**CAMPBELL & PARTNERS**  
EUROPEAN RECRUITMENT CONSULTANTS

**Ref: AA/1283**

## **TECHNICAL SALES MANAGER**

### **Client:**

Global leader in the provision of tailored security and surveillance system solutions. For German HQ, we are now looking for a technically astute professional to enhance the Transport & Infrastructure division.

**Location:** Munich

### **Responsibilities:**

- provide technical and commercial proposals, focused on the On-Vehicle market
- ensure optimum profitability from each contract
- anticipate and respond to client needs
- ensure that customers, both internal and external, receive the highest level of customer experience
- provide product demonstrations and lead the technical engagement for all On-Vehicle customers re bespoke security system designs
- liaise with the group's Technology Centre
- migrate the project from the closed-sale status to project management
- deal with contract variations and extensions and escalate technical issues
- support the field sales team
- report to the VP Sales at corporate HQ

### **Requirements:**

- able to demonstrate key electrical/electronics and IT knowledge
- minimum of 5 years' relevant experience in the security solutions environment
- experience of systems design, techniques and tools, preferably within an international environment
- strong client focus
- first-class analytical mind set
- excellent organizational skills
- a high degree of flexibility and initiative
- able to influence and communicate effectively across multiple sectors
- willing to travel
- very good English

**Please e-mail your application to: [first@campbell.de](mailto:first@campbell.de)**