

Position: Sales Manager
Location: HUNGARY

Our client is an international manufacturing laser-marking and engraving systems with over 30 years of presence on the market.

We are searching for a self-motivated Sales manager to help with organization expansion. The profile sought will lead sales operations in Hungary and will report directly to GM CEE.

Essential duties and responsibilities:

- Finding new customers and get in contact with them
- Development of business relationships
- Visit the customers and understand their needs
- Documenting relevant requests from customers
- Pitching sales ideas and opportunities
- Further development in sales operations
- Supporting in all relevant sales activities when needed
- Cold calling of customers
- Providing information to customers within the agreed timeline
- Providing feedback towards your superior
- Weekly reporting on sales activities
- Providing demonstrations in the showroom to customers
- Supporting in the creation of samples if required

Experience required:

- Around 5-8 years' experience in a similar role gained within laser marking or industrial automation
- a strong understanding of business practices
- Excellent interpersonal skills at all levels, including people-management, leadership and both written and verbal communication skills.
- Exceptional analytical troubleshooting and problem-solving skills
- Well organized and driven by success
- Negotiation skills able to find always a win-win solution to create value for customers
- Work experience gained within the business of laser marking or similar
- Willingness to travel domestically and internationally, as necessary, to headquarters and manufacturers, visiting customers, trade shows
- Good knowledge of Suite Office. CRM system
- Professional experience in managing a sales budget

What we offer:

- A leadership position in a company entering the Hungarian market
- Professional and technical support
- High quality products
- Trust and full empowering to drive results
- Very interesting reward package including fix, variable, company car, trainings, private medical care
- Remote/hybrid model with full autonomy to organize own agenda

If you are interested, please send your English CV at sandro.guidi@guidiconsulting.pl adding authorization on managing personal data in accordance with current privacy law, using the clause indicated below:

I hereby agree for the processing of my personal data by Guidi Consulting Sandro Guidi based in 32-031 Chorowice, Widokowa 28 street for the purpose of the present and future recruitment process in order to send job offer to my e-mail address given while applying for the position. I acknowledge that I have the right to access and rectify abovementioned personal data by sending an e-mail at kontakt@guidiconsulting.pl from the address to which the consent relates. Submitting personal data is voluntary, but necessary to accomplish the recruitment).



INFORMATION CLAUSE

If you have ever participated in recruitment processes conducted by our Employment Agency Guidi Consulting Sandro Guidi, 32-031 Chorowice, ul. Widokowa 28, registered in KRAZ under number 13342, or you have ever sent us your CV, we process your personal data provided in the uploaded application.

The administrator of this data, reason and basis for processing and other information required by the RODO can be found in the Privacy Policy at this [link](#).

Your personal data is processed in order to carry out the recruitment processes conducted by our Agency and its Contractors (potential employers) for any position. In particular, personal data is processed in order to:

- *conduct and arrange a recruitment interview,*
- *verify the information indicated in your CV regarding the fulfilment of the conditions for participation in recruitment processes,*
- *keep a register of persons who have requested to delete their personal data.*

At any time, you may withdraw your consent by contacting employer at kontakt@guidiconsulting.pl

Your personal data specified in the Labour Code or in other specific acts (as required by the advertisement) are processed on the basis of legal regulations and their submission is necessary to take part in the recruitment process. We process other personal data (e.g. your image) on the basis of your voluntary consent, which you have given us when sending us your application and their inclusion shall not affect eligibility for the recruitment process.

We may also process your personal data included in your application to determine, pursue, or defend against a claim if the claim relates to our recruitment process. For this purpose, we will process your personal information in accordance with our legitimate interest to determine, pursue, or defend against claims in legal proceedings before the courts or government authorities.

You have the right to access your data, including obtaining copies of them, correcting them, demanding their deletion, limiting their processing, objecting to the processing and transferring the given data (for the processing of which you have consented) to another data controller. You also have the right to lodge a complaint with the General Inspector for the Personal Data Protection (in the future: the President of the Office for the Protection of Personal Data). Withdrawal of consent shall not affect the lawfulness of processing carried out on the basis of the consent prior to the withdrawal.

We process your personal data in order to conduct recruitment for the position indicated in the advertisement for a period not longer than 365 days from the moment of submitting your CV and when you consented to participate in future recruitment for a period not longer than 2 years from the moment of submitting your CV. In addition, we may retain your personal information for the purpose of establishing, pursuing, or defending against a claim related to the recruitment process for a period of up to 3 years from submitting your CV.

We will pass on your personal data to the potential employer. We do not transfer your personal data outside the European Economic Area. If you have any questions, you can contact us or our Data Protection Officer at kontakt@guidiconsulting.pl

Due to the processing of personal data by Guidi Consulting Sandro Guidi, you have the right to:

- *access to your personal data,*
- *correct these data,*
- *delete these data,*
- *restrict the processing of these data,*
- *transfer of data,*
- *withdraw of consent at any time.*

In order to make one of the above, you can send an e-mail to kontakt@guidiconsulting.pl along with an appropriate statement.

At the same time, we would like to inform you that in the case of proven and justified non-compliance of data processing by Guidi Consulting Sandro Guidi with the Regulation, you have the right to lodge a complaint with the supervisory authority. In case of further questions related to your personal data, please contact kontakt@guidiconsulting.pl.