

## **EMEA APAC Sales Manager**

**POSITION SUMMARY:** Highly motivated professional to assist and manage Sales Managers in selling our products and performing related duties.

### **ESSENTIAL FUNCTIONS:**

- Territory development across all Navionics portfolios that increases market share, profits and portfolio range extensions
- Establishes sales objectives developing annual sales Euros quotas for regions and territories
- Meet pre-determined revenue goals through the activities of direct reports
- Implements national sales programs by developing field sales action plans
- Track sales team metrics and report data to leadership on a weekly basis
- Ability to accurately evaluate and analyze customer potential across all segments
- Maintains professional and technical knowledge across all Navionics portfolios
- Coach Regional Sales Managers on developing and executing on an effective new dealer pipeline
- Contributes to team effort by accomplishing related results as needed
- Manage day-to-day performance of all sales team members and deliver reviews
- Maintains sales staff job results by training, coaching, developing, motivating, planning, and monitoring
- Work closely with sales leadership to ensure sales directives and initiatives are executed by sales team
- Implement performance plans per company procedure
- Lead and schedule weekly and/or monthly team meetings with sales team and leadership
- Hire high-performing salespeople per HR staffing guidelines by recruiting, selecting, mentoring, and training new employees
- Embody company culture and maintain high sales employee engagement and passion
- Ensure correct usage of dealer review and other sales applications
- Train and ensure adherence to sales process

### **OTHER RESPONSIBILITIES:**

- Ability to travel with Regional Sales Managers a minimum of 3 times per year with little to no supervision
- Complete timely and succinct trip and status reports
- Maintain product and pricing knowledge across all segments, competitive market and product trends
- Perform other job-related duties as assigned

### **EDUCATION, EXPERIENCE, AND SKILLS REQUIRED:**

- Bachelor's degree AND 4 years of outside sales experience OR 8 years of consumer electronics industry experience performing a role that is substantially similar to the essential functions of this job description
- One year of prior management experience or demonstrated willingness and ability to learn management basics
- Demonstrated strong and effective verbal, written, and interpersonal communication skills
- Ability to understand data analysis and reporting
- Broad Navionics product knowledge across all portfolios
- Demonstrated experience as a sales representative or sales manager, consistently meeting or exceeding targets

- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Strong business sense and industry expertise
- Ability to mentor, coach and exhibit people management skills
- Superior organizational and analytical skills with keen attention to detail and quality
- Ability to prioritize and multi-task in a flexible, fast paced and challenging environment
- Excellent time management and follow-up skills
- Demonstrated proficiency using Microsoft Office Suite
- Understand and apply when necessary Web 2.0 and social media techniques
- Must be detail-oriented and have the ability to work proactively and effectively with minimal supervision
- Applicant shall operate out of the Navionics headquarter in Massarosa
- Boating and/or sailing and/or fishing experience shall constitute a title of preference

**Company:**

Navionics, a Garmin® Ltd. company, develops and manufactures electronic navigation charts of marine areas, lakes and rivers around the world for use in GPS chartplotters and mobile devices. You can find us in the App Stores or at [www.navionics.com](http://www.navionics.com)

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