



POS Tuning is the expert for goods presentation at the Point of Sale. As one of the Top 100 innovative companies we are an active partner for Category Management projects both for CPG's and Retailers. We provide Know- How, experience and the world's largest Toolbox to bring our customers' products into vision and reach of the Shopper. Our promise is "...more success at the Point of Sale".

National Sales Executive

Position summary

As part of our global expansion we are seeking a National Sales Account Executive for North America who will establish POS Tuning as the preferred partner of Retail-trade, CPG's and Display Manufacturers for Point-of-Sale projects. You will be responsible for development of new business, management of sales accounts, and execution of marketing and sales plans in coordination with our Global Accounts.

Key Responsibilities

- Development of a mediumterm marketing concept for the area's trade, industry and OEM business, with a special focus on POS Tuning "Global Account" customers.
- Development and enforcement of sales targets
- Acquisition of new trade, industry and OEM accounts
- Introduction and listing of new products
- Key Account Management
- Support of the POS Global Account Managers with Global Account customers in the United States
- Support for the development of suitable and efficient solutions and products to meet presentation related customer requests
- Organization of and participation at tradeshowes

Desired Skills

- excellent client focus, proven sales success
- experience in CPG promotion, existing network in CPG, Retail and/or Display Industry
- high level of initiative
- ability to work independently
- strong communication and presentation skills

Have we sparked your interest? Please send your letter of application and resume to Ann Costantino, a.costantino@postuning.com.

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