



**TELEDYNE FLIR**  
Everywhere you look™

Our client **Teledyne FLIR** designs, develops, manufactures, markets, and distributes technologies that enhance perception and awareness. **Teledyne FLIR** brings innovative sensing solutions into daily life through thermal imaging, visible-light imaging, video analytics, measurement and diagnostic, and advanced threat detection systems. **Teledyne FLIR** offers a diversified portfolio that serves a number of applications in government & defense, industrial, and commercial markets. Today the company is part of **Teledyne Technologies Inc.** (NYSE:TDY) world leader in enabling technologies to sense, transmit and analyze information for industrial growth markets, employing worldwide around 11.000 employees.

Intrusions, security breaches, viral outbreaks and environmental hazards on top of potential false alarms and low-quality video are all challenges security personnel face. Customers can address these issues head-on with **FLIR End-to-End Security Solutions** and technologies that empower security personnel with the ability to detect, verify, respond, and report threats, leading to greater crime prevention and safer workplaces. As the global leader in thermal technology, **FLIR** provides the highest quality thermal security cameras in the marketplace. Today, **FLIR** thermal cameras are the industry standard for 24/7 perimeter monitoring. In addition to thermal, **FLIR** is known for its first-class radars, visible cameras, elevated skin temperature screening solutions, video management systems, and command and control software for security applications.

To further strengthen the European Business Development team, **Teledyne FLIR** has an exciting career opportunity available for a talented and experienced :

# Regional Sales Manager DACH

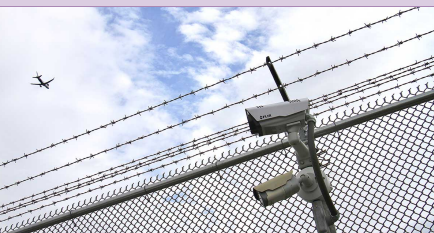
## Security Solutions

### MISSION

- After a training and introduction period you will further grow the sales of the Security Solutions product portfolio by developing and managing a client portfolio of systems integrators and distributors in Central Europe (mainly DACH region) as well as by doing solution prescription to end user customers in a wide range of vertical markets. In a later stage your territory could include other European countries
- You qualify new distribution/integration channels through extensive market research and via telephone, mail, personal contacts, on-site business visits, tradeshow etc.
- You will respond to technical and proposal requests from existing and prospective customers.
- You will work closely together with a dedicated Presales, Contract & Project Management team
- You will provide market and sales planning information, forecasts and reports.
- You will develop, manage and implement local sales initiatives, conduct sales & product trainings and participate in strategy formulation and in defining the optimum distribution and systems integrators approach.
- You will participate and visit market related conferences and tradeshow.
- You will plan and execute seminars and give presentations at events that offer exposure to potential customers.
- You will report directly to the Security Sales Director Europe, Africa & Turkey.

### PROFILE

- To qualify for this position you preferably have a technical, scientific or economic degree or similar by experience.
- We are looking for a dynamic and high-impact candidate with a successful sales or business development experience in systems integrator and distributor sales of high-tech capital equipment, products and systems.
- Ideally you are familiar with integrated solutions for Critical Infrastructure (e.g. *CCTV systems, Traffic & Public Safety, Security & Surveillance, Information & Communication Technologies*).
- You have the ability to identify, capture, develop and support long term business through systems integrators and distributors.
- You are a competitive, flexible and resourceful professional with very good networking and communication skills.
- You are open-minded, persuasive and able to deal with all levels at customer accounts.
- You are talented in writing proposals, giving presentations, performing technology and system demonstrations, forecasting and closing transactions.
- You are autonomous and full of initiative.
- You have strong business acumen and a real commitment to achieving goals and results.
- Ideally you are based in Germany or The Netherlands and ready for regular European travel.
- You are fluent in German and English with knowledge of other European languages (e.g. Dutch, Polish, Russian...) as a real asset.



### INTERESTED ?

Send your application letter and CV to **Search & Selection** for the attention of Mr. Marc Van Beethoven : [m.vanbeethoven@searchselection.com](mailto:m.vanbeethoven@searchselection.com).

You can also register on-line on our website [www.searchselection.com](http://www.searchselection.com) and apply directly for this vacancy by following reference number : 14353.



### OFFER

**Teledyne FLIR** offers a competitive salary with bonus, company car and other benefits in an expanding, dynamic and stimulating international work environment. You will have the opportunity to develop your career with the world's leading company in thermal imaging and sensing technology.

Teledyne FLIR and all of our employees are committed to conducting business with the highest ethical standards. We require all employees to comply with all applicable laws, regulations, rules and regulatory orders. Our reputation for honesty, integrity and high ethics is as important to us as our reputation for making innovative sensing solutions.

Teledyne FLIR is an equal opportunity employer.

