

## HEAD OF SALES MILITARY & LAW ENFORCEMENT, ASIA - PACIFIC REGION

### O práci ve Zbrojovce

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Work in a traditional Czech company that prides itself on quality products, values and care for its employees.

### Co bude váš denní chleba

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- taking full responsibility for meeting sales targets in the assigned region of APAC
- expanding cooperation with existing customers and establishing new relationships
- working closely with marketing, the product team, and other members of the sales team
- cooperating with the sales director of Česká zbrojovka for armed forces and also with Colt CZ Group
- being an ambassador for the CZ and Colt CZ Group brands
- representing the group at business meetings and trade fairs

### Co vám za to nabízíme

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- a prestigious position in the company with international reach
- career development and growth in a dynamic global team
- attractive annual bonuses and benefit system

### Ideálně splňujete

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- experienced salesperson committed to achieving sales targets with a customer-oriented approach and a willingness to travel most of the year
- independent, tenacious, and dynamic person who is used to organizing daily work
- capable, honest, and consistent in discussions and negotiations
- proven track record in defense industry supply and project management (ideally APAC)
- at least 5 years of experience in sales/international trade
- excellent Czech and English
- bachelor's degree in business management, marketing, or a similar field
- knowledge of the small arms market - an advantage
- knowledge of CRM and SAP - an advantage



V případě vašeho zájmu zašlete Váš životopis na emailovou adresu [kurimska@czub.cz](mailto:kurimska@czub.cz)