

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

### O práci ve Zbrojovce

---

Pracujte v tradiční české firmě, která si zakládá na kvalitních produktech, hodnotách a péči o své zaměstnance.

### Co bude váš denní chleba

---

Česká zbrojovka a.s. (CZ), member of the Colt CZ Group ([www.coltczgroup.com/en](http://www.coltczgroup.com/en)), a global leader on the market for small arms for civil, military and law enforcement (M/LE) applications is hiring for the Head of Sales M/LE, Asia - Pacific Region position.

- Deliver sales objectives by living and driving a culture of ownership and accountability
- Be hands-on in the sales process to ensure the targets are achieved/exceeded
- Collaborate with marketing, product, and back-office support team to provide the winning solution and secure successful contracts
- Report to the CZ Head of M/LE sales (direct report to the Group Deputy Chief Commercial Officer)
- Anticipate and care for customer's needs, create and maintain long lasting relations
- Always be an ambassador of the CZ and Colt CZ Group brands, represent the group in a professional manner

### Co vám za to nabízíme

---

- Bonus options of up to 50% of base salary
- Career development and growth in a dynamic global team
- Benefit system (pension insurance, own health clinic, 20+5 extra days of vacation, flexible home-office)

### Ideálně splňujete

---

- Minimum 5 years' experience in Defense supply industry
- Minimum 5 years' experience in sales / international trade in Asia - Pacific region
- Proficiency in English, both verbal and in written communications.
- Bachelor's Degree in Business Management, Marketing, or a related experience
- Knowledge of the small arms market is an advantage
- Knowledge of CRM and SAP is an advantage
- Full dedication to delivering sales results
- Customer-centric attitude
- Open to travel and meet customers for majority of the year
- Self-initiated, resilient, dynamic, pragmatic, used to organizing the work hands-on on a daily basis
- Entrepreneurial commitment and determination - pro- active attitude to work
- Complete personal integrity, openness and honesty in discussions and negotiations
- Proven track record in high quality, collaborative defense supply and project management



For those

who know

V případě vašeho zájmu zašlete Váš životopis na emailovou adresu

[sevcikovap@czub.cz](mailto:sevcikovap@czub.cz)

