

Passionate Regional Key Account Manager for a Premium Pro Audio Brand, Germany South

Do you consider yourself a passionate Key Account Manager? Do you want to work for a premium brand in the Pro Audio industry? Do you like to be part of a high performance culture?

Then DPA Microphones A/S want you to be our new Regional Key Account Manager in southern Germany.

As Regional Key Account Manager, you will strengthen our highly motivated local sales team, in continuing the strong growth and in expanding the DPA brand in Germany.

You will be the link between DPA Microphones' Sales Management team at HQ in Denmark and our local partners. You will be representing state of the art quality products and must be able to meet and continue the high growth expectations we have for the market. You are able to use your insight in your area to see the opportunities in the current market but do also seek opportunities outside the traditional channels as well. You are able to identify market and customer trends and direct the needed information to relevant DPA stakeholders.

One of the Regional Key Account Managers main tasks is to maintain and develop the link between DPA Microphones and our valued local partners, but equally importantly: also between our partners and the end-users. We expect you to use your passion and knowledge to motivate, educate and coach our partners to provide a superb service that reflects our core values and products; just as you will inspire end-users to make the right choices for them. You are able to provide guidance and support to become a trusted partner for your network.

Your background is probably within the Pro Audio industry, a commercial education, or in engineering; perhaps you have other qualifications to match these profiles. You have a proven track record working with sales and partner networks, preferably within a technical environment and from another successful fast growing high-end businesses.

You speak native German and fluently English, you have an international mindset and are able to engage seamlessly in business and social events with people of all cultures, especially the German speaking countries.

A passion for DPA Microphones products is necessary for you to become Regional Key Account Manager. Passion drives the company to produce the best microphones available on the market and this passion will make it possible for you to meet the high expectations.

You must be able to drive the sales performance and execute the strategy and apply this to your area in the most efficient way. You play a key role in the DPA Microphones' organization and you help to boost sales and make sure DPA Microphones remain the preferred high-end microphone brand.

The job holds a high degree of freedom and responsibility. Therefore, the position requires a person who is self-motivating and takes responsibility for the tasks given and pursue them all the way through to the finish.

DPA Microphones A/S – based outside Copenhagen in Allerød - is a Danish growth company with a Danish management. The company develops and manufactures a product range of leading edge professional microphone solutions. The microphones are demanded by a large number of the world's most demanding musicians and actors in television, radio, film, theater, etc.

The products are primarily sold on export markets and DPA Microphones has an absolute leading position on the world market. The company has a three digit million DKK turnover and employs 200+ dedicated people.

Location: The DPA A/S headquarters is located in Allerød, Denmark, however the candidate will work from a home base in the Southern part of Germany or nearby. Frequent travel in Germany is expected.

Please send your application and resume to:

Martin Frøslev Kaaber, VP Sales DACH

Email: mfk@dpamicrophones.com