



LS telcom AG is the world's leading provider of technologies and consulting services for the efficient use of the radio spectrum in all radio services. In an increasingly digital networked world, we ensure that all spectrum users benefit maximally from radio services. We optimize spectrum management and use in all markets and market segments and enable new business models in vertical markets based on the Internet of Things (IoT).

Senior Technical Sales Manager (m/f/d)

Main tasks

- You are an active member of the LS Defense team in Lichtenau to grow the military market and work closely with our subsidiary "LS of South Africa"
- You lead the Defense solution portfolio, create technical roadmaps and ensure effective coordination between product development departments
- You coordinate BIDs and offers (technical and commercial)
- You support sales and generate new business opportunities working with the global LS telcom entities
- You are responsible for acquiring new customers worldwide and for expanding existing customer relationships, including on-site presentations
- You provide presentations at defense training courses, workshops and seminars

Qualification Profile

- You have a Bachelor/Master of Engineering or Bachelor/Master of Science or a comparable qualification
- You are business fluent in English and you have good level of German; further language skills are an advantage
- You have several years (>5 years) of technical product management and technical sales experience
- You have extensive knowledge of the defense industry and a very well-developed network in this industry
- You have good communication skills and enjoy working in a team
- You are characterized by commitment, ambition and willingness to travel worldwide

What we offer you

- Varied, demanding and interesting field of activity
- Flexible working hours to reconcile work and private life
- Collegial and highly professional team in a modern, international working environment
- Career opportunities here in Germany or worldwide

We are looking forward to your application!

Please send your completed application documents (curriculum vitae and certificates), including your possible entry date and your salary expectations, by e-mail to Career@LStelcom.com. If possible, please send us only one file with all application attachments as PDF. For a first confidential contact please contact Jana Velten at 07227 9535 704.