
Distributor Manager

Company: RapidEye AG
Department: Sales
Location: City of Brandenburg, vicinity of Berlin, Germany
Date Posted: June 2010

If there were a way to use satellite technology to find you, we would do so. If you are an entrepreneurial, interdisciplinary-minded individual who would love to work at a fast-growing company in an international team, read on! We are building an exciting new service team and are looking for a select group of outstanding people.

Background:

RapidEye AG is a provider of geospatial management information and solutions, customized to the needs of clients in the Agriculture, Forestry, Power & Communication, Environmental and Governmental markets. As its main data source, RapidEye operates a constellation of five identical high-resolution Earth Observation satellites capable of imaging any point on Earth every day. Combining the knowledge and skills of our professional staff with the unique features of our satellite constellation and ground processing facility, we are the only provider who can supply the most up-to-date, customized information to clients around the world.

As a fast growing service and customer oriented company, RapidEye is seeking highly qualified, proactive and reliable team players working from our headquarters in Brandenburg an der Havel, Germany. RapidEye has an immediate opening for a Distributor Manager to join the Sales Team, who is responsible for managing RapidEye's data and standard products through distributor networks on a worldwide basis.

Responsibilities:

- Develop and manage the distribution channel.
- Manage legal, licensing and contract issues.
- Manage the distributor relationship internally and externally.
- Promote the reseller community's skills, qualifications and commitment.
- Where required, coordinate and/or conduct reseller training and initiate joint marketing activities.
- Manage the distributor application process and contract administration.
- Provide marketing support.

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- Attend conferences and trade fairs as required to support the partner network.

Requirements and Skills:

- Excellent customer service skills
- Willingness to travel extensivelyXXXX
- Team-player with strong interpersonal skills
- Ambitious and committed to achieving success
- Flexible to adapt to fast-paced and rapidly changing environmentXXXX
- Strong interpersonal, organizational, communication and comprehension skills
- Must be a flexible self-starter with the ability to prioritize
- Strong sense of international etiquette and professionalismXXXX
- Self-starter, works on own initiative, but communicates her/his plans, ideas, and concepts to her/his supervisor
- Must enjoy being part of a multi-disciplinary team
- Excellent written and oral communication skills
- Fluent in written and spoken English, German a plus, other languages welcome

Desired Specific Experience:

- Experience with the management of distributors and networks
- Degree in remote sensing/GIS, a related specialty field or equivalent
- Knowledge of GIS and remote sensing industry practices helpful, although not required.
- Approx. 10+ years experience in remote sensing product sales
- Proven ability to generate sales through independent distributor organizations
- Proven ability to build relationships with independent resellers
- Proven business network

Compensation:

We offer an attractive compensation package with strong emphasis on success-driven elements with rewards being based on the long-term success of the company. RapidEye is an equal opportunity employer.

Contact:

If you think you can contribute to the overall success of our company, please send us your electronic application with a CV and cover letter in English or contact us directly at:

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We look forward to hearing from you soon!