Head of Sales, Security & Industry (m/f/d)

Strategic growth through international market expansion and business development

YOUR MISSION

You will strategically expand our international business in the Security & Industry sector and develop it into a successful global business unit. Together with your team, you will identify new market opportunities, secure strategic clients and partners, and turn market demands into sustainable business success.

YOUR RESPONSIBILITIES

- You will identify new market opportunities and develop international growth and go-to-market strategies
- In addition to acquiring enterprise, government and other major clients, you will systematically expand existing client relationships
- You will develop strategic partnerships with clients, OEMs, system integrators and distributors
- You will analyse market, competitive and technological trends and derive concrete business opportunities

YOUR EXPERIENCES

- You have several years' experience in business development and enterprise sales – preferably in the technology, security or industrial sectors
- You have a proven track record in solution and value selling within complex B2B sales structures
- You bring with you solid experience in establishing strategic partnerships and developing high-performing partner ecosystems
- You are characterised by strategic thinking, an entrepreneurial mindset and

- You will position CHERRY as a technology leader by acting as a speaker and representative at events and in dealings with the media, working closely with Marketing, Product Management and Senior Management to successfully establish new solutions in the market.

a strong focus on execution

- You have successfully completed a degree and can communicate fluently in German and English

WHY CHERRY SHOULD BE YOUR CHOICE

WHAT IS CHERRY DOING?

We are an international manufacturer of keyboards and mice for the gaming & e-sports, office, healthcare and industrial sectors. In addition, CHERRY produces high-end switches for mechanical keyboards in Germany and China. Since its foundation in 1953, CHERRY has stood for innovative and high-quality products that are specially developed for different customer needs.

YOUR BENEFITS

- Significant entrepreneurial freedom with a direct line of communication to the CEO
- The opportunity to actively build and develop a strategically important business area
- A tangible impact on growth, market position and the company’s success
- A global network of customers, partners and industry experts
- Attractive career prospects, including the potential to take on overall management of the business unit

FRAMEWORK CONDITIONS

- **Company:** Cherry SE
- **Place of work:** Remote
- **Working hours:** Full-time
- **Line manager:** CEO

APPLY NOW

DO YOU HAVE ANY QUESTIONS?

We are available for you at 01707875785 or by e-mail at peter.goebel@cherry.de.

Cherry SE

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