

## (SENIOR) SALES MANAGER (M/F/D) for our Korean Customer Management Team in Suwon, South Korea

Novaled GmbH is the world's leading supplier of specialist chemicals for use in organic light-emitting diodes (OLEDs). Novaled's products can be found in most AMOLED displays, including smartphones, tablets, TVs and smartwatches. Novaled's main shareholder is Samsung SDI.

### YOUR RESPONSIBILITIES:

To further strengthen our Customer Management team in Suwon/South Korea, we are looking for a (Senior) Sales Manager for the following tasks:

- You manage and further develop OLED display industry accounts in Korea and China.
- While working closely with our Novaled headquarter in Germany, you ensure that customer requirements are met.
- To promote Novaled's products and technologies, you communicate, present, negotiate and document with confidence and clarity.
- You establish and maintain longterm and trustful customer relationships.
- You are responsible for sales planning and forecasting across customers, countries and markets.
- Drawing from your market knowledge, you develop strategic sales and marketing concepts with respect to customers and markets.
- You gather and analyze market intelligence to better understand customer needs and identify new market needs and requests.
- By identifying and approaching potential clients, you actively drive the acquisition of new customers and markets.

### YOUR PROFILE:

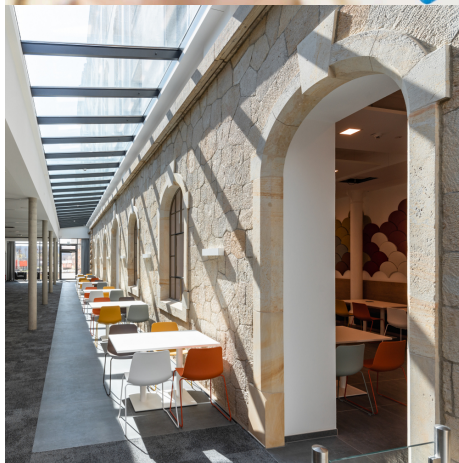
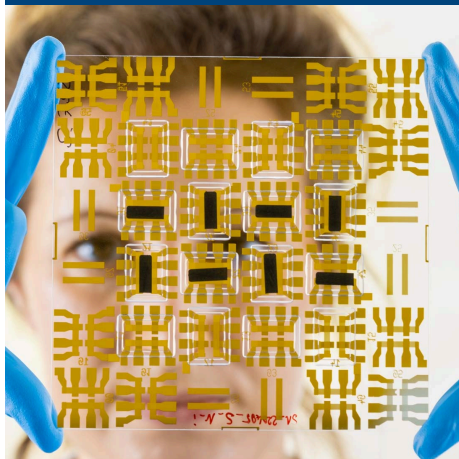
- You hold a university degree - a background in science would be a benefit.
- You're familiar with the display industry, and ideally, you already bring in-depth knowledge of the OLED sector.
- You bring experience in account management, sales planning & reporting and business development.
- As a proactive and open-minded sales professional, you're an excellent communicator and skilled networker.
- With a positive mindset, you tackle challenges head-on and stay composed under pressure – a true "can-do" attitude defines your approach to assignments.
- Known for being both team-oriented and pragmatic, you work independently, hands-on and with a high degree of accuracy.
- Frequent travel, both short and long-term, is something you're comfortable with and ready to embrace.
- Experience with go-to-market (GTM) strategies would be an additional benefit.
- You're proficient in Microsoft Office tools and use them effectively in your daily work.
- Fluency in Korean and solid business English are essential to communicate smoothly with our Headquarters.
- Chinese language skills are a plus.

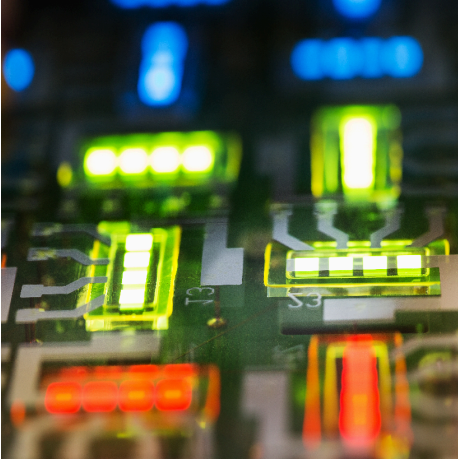
The position is to be filled **immediately**. The working hours are **40 hours per week**. Please state your availability and salary expectations (gross annual salary) in your application.

### WE OFFER



# JOIN OUR TEAM





A modern workplace at 1302 Tower-dong | 13 Heungdeok 1-ro | Giheung-gu, Yongin-si | Gyeonggi-do, 16954 and comprehensive introductory training for all new employees. In addition to an exciting and varied job in an international environment, you will benefit from a supplementary allowance (Benefits), which is paid from the 7th month of employment onwards. You can use this allowance individually, e.g. for accommodation during vacation, language trainings, family health topics and other offers. We also attach great importance to the topic of further professional training - let's talk about your ideas and wishes.

We look forward to receiving your application!