



CAE Elektronik GmbH, a subsidiary of globally operating CAE Inc., Montreal/Canada, is an established enterprise in the field of developing, producing and maintaining simulation systems for education and training of civil and military pilots and aeronautical staff. Another top priority is the development of modeling and simulation solutions and services and constructive simulation for land forces. CAE Elektronik GmbH employs about 550 people including more than 140 highly-qualified software engineers.

For our Marketing and Sales Organisation we are looking for a

## **Marketing and Sales Manager Eastern Europe**

### **In this position the tasks are mainly to**

- Develop the European market for Simulation Products in line with CAE GmbH's and CAE Inc.'s strategic approach.
- Develop and implement CAE GmbH's strategic plan for the area of responsibility.
- Compile the Marketing & Sales Strategy for the Eastern European market.
- Proactively contact current and potential customers, cooperate effectively with key-accounts and deciders.
- Initiate, evaluate, process and win tender procedures for new projects and thus expand CAE's market share.
- Intensively detect trends in the market and evaluate enhanced product positioning, analyze competitor's and strive for potential Acquisitions.
- Evaluate potential projects technically, financially and strategically.
- Coordinate bids and proposals in order to close the deals, coordinate the bids and proposals process.
- Participate and/or carry out contract and price negotiations within provided guidelines.
- Provide „Customer Relations Management“ prior to, during and after project execution.
- Foster and intensify relations to technologically related institutions.
- Be CAE's representative by planning, coordinating and participating in trade fairs and other marketing activities.
- Coordinate and execute various suitable marketing measures.
- Provide counselling and support to the Regional Marketing Head in all marketing-related areas.

### **The following skills would qualify the candidate for aforementioned position:**

- Degree in Aeronautics, Software or Hardware (electronics, mechanics) Engineering combined with solid economic and managerial expertise and experience.
- It would be desirable to see that above mentioned degree, expertise and experience had been attained in the relative industry and/or Governmental Organisations.
- Experience in Aeronautical environment, especially based on national and international military market knowledge and acquaintance of the related public authorities
- Both team player and autonomous
- Flexibility, reactivity
- Good communication skills, convincing
- Good command of the English language, verbally as well as in writing
- Frequent business travels are foreseen

The selected applicant will be part of a strong and efficient team and have the opportunity to work with a world-leading provider of simulation and modelling technologies for military customers.

If you wish to apply for this position, please submit your CV and letter of application by e-mail to the following address: [personal@cae.de](mailto:personal@cae.de). If you need any further information, please feel free to contact us via the above e-mail address or by telephone +49 2402 106-220 (Mr. Pinell) or +49 2402 106-343 (Mr. Sander).

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Simulation Products and Military Training & Services  
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