

Ready to be part of the bigger picture?

We have an exciting opportunity for a

**Country Manager**

**Sales / Marketing – USA & Canada**

Permanent role based at home, the role will require approximately 25% travel across North America, and close co-ordination with UK-based HQ colleagues.

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HARMAN technology, manufacturer of the world-renowned ILFORD black & white photographic film, paper and chemicals is seeking a Country Manager for USA and Canada who will be responsible for all sales & marketing activities in those countries. The ideal candidate will be based in a US metropolitan area with close proximity to a major airport.

**The candidate**

Reporting into the Sales & Marketing Director, we are seeking a dynamic and experienced sales & marketing professional who will lead our growth and engagement initiatives in the analogue photography sector. With a passionate and engaged end market, the role requires a combination of strong business-to-business account management and business-to-consumer communication, with both involving a marketing-driven mindset. The successful candidate will be responsible for:

* Achieving the annual sales budget as set in conjunction with the UK-based Sales & Marketing Director.
* The key account management of US and Canadian distributors as well as a small number of accounts directly supplied from the UK.
* Supporting strategically important or high consuming accounts across a range of market sectors including retail, education, and labs.
* Organising & implementing the North American aspects of global marketing initiatives in close co-ordination with the UK marketing team, including in-country trade shows, product launches, retailer-led initiatives (i.e., in store talks or events) and workshops.
* Lead contact for all North American customer or media enquiries.
* Providing a technical support ‘triage’ for all North American customers ensuring appropriate referral on to the UK or the relevant technical information sources.

**Qualifications**

* Bachelor’s degree ideally in marketing/sales.
* 5+ years’ experience in a key account management role with sales budget responsibility.
* Demonstrated success in implementing high profile marketing initiatives and customer communications.
* Past commercial experience within imaging industry (e.g., photography; printing; etc) with a preference for photo.

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**Why Apply?**

At the heart of Harman Technology is a warm and generous culture, alive with passion and authenticity. This is a unique opportunity for someone who is excited by technical challenges, interested by diverse working and strives to make a difference.

You will be supported by a company that allows you the autonomy to make a difference and bring your valued skills to the fore. In everything we do, our company takes pride in our products and as such this makes Harman Technology a great place to work!

If you would like to apply, please send your CV and a covering letter to:-

[careers-us@harmantechnology.com](mailto:careers-us@harmantechnology.com)

No agencies please.