

Distribution Markets Sales Manager (gn*)

2026-04-23 - Sales & Brand Operations



AQIPA is a leading, internationally operating company specializing in the distribution and marketing of high-quality and innovative technology products. Headquartered in Austria with branches across various parts of the world, AQIPA takes pride in offering original solutions in the fields of consumer electronics, lifestyle, and accessories. With our slogan "We Grow Brands," we underscore our commitment to promoting and evolving brands by introducing innovative products to the market and supporting them with top-notch services. AQIPA sees itself as a growth driver for brands in the consumer electronics sector.

We are looking for a

Distribution Markets Sales Manager (gn*)

in Czechia

YOUR MISSION WITH US:

- Budget responsibility for Eastern European markets (excluding Poland)
- Development of key Czech channels (ALZA, Datart and others) within the assigned customer and brand portfolio
- Management and optimization of distribution partners across the region
- Pricing, forecasting and budget planning in close coordination with management
- Implementation of channel marketing activities and definition of customer targets
- Regular reporting, customer visits, trade fair participation and frequent business travel within Eastern Europe and to our Headquarter in Austria

WITH THE RIGHT BACKGROUND YOU MAKE THE TEAM COMPLETE:

- Bachelor's degree or equivalent in Business Administration, Economics or related fields
- Minimum 5 years of experience in sales, Business Development or Channel Management, preferably within the Eastern European Market
- Strong background in working with distributors, retail partners and key accounts

- Excellent negotiation and communication skills
- Strong analytical abilities for market monitoring and revenue forecasting
- Results-oriented mindset with the ability to achieve goals
- Team-oriented work approach and ability to collaborate with various departments
- Fluent in English is required, other languages are an advantage

WHAT YOU CAN EXPECT WITH US:

- **Emotions:** We have been an owner-managed company for 35 years and support brands that emotionally inspire millions of people every single day and enhance their lifestyle.
- **Right in the middle, not just along for the ride:** A modern working environment in an open, international atmosphere shaped by a positive spirit.
- **Help shape the future:** Many things here are not yet set in stone. Everything you do for and with us will have a lasting impact on our company's history. That's why you should be part of it and contribute your knowledge.
- **Here to stay:** You are part of the team from day one. Your colleagues will welcome you warmly and provide support whenever needed.
- **Reliability and continuity:** Value-based corporate management as well as a secure, future-proof workplace with long-term prospects and a good portion of fun at work.

The small print made BIG: Our Benefits

- Flexible working hours
- A company car that can also be used for private purposes
- Remote work
- Internal and external training opportunities
- Opportunities to contribute and implement your own ideas
- Regular team events and all-hands meetings

If you want to make brands successful - join us and shape the future with us!

We look forward to receiving your application documents via our application form.

Your contact person for questions:
 BSc. Lisa Bräuer
 HR Assistant

job@aqipa.com

* The sign "gn" stands for gender-neutral. We are open to all people and address all genders equally.