

## Team Manager Sales for PL, CZ & SK Market (m/f/d)

**As the Team Manager for PL, CZ, and SK, you'll oversee a high-performing sales team (both inside and field sales), ensuring effective execution of local market strategies and accelerating business growth. You'll also work closely with our Marketing team to ensure coordinated go-to-market activities and aligned regional messaging.**

### What we offer:

- Opportunity to shape and grow our presence in key Central European markets
- Work with an international and innovative team
- Close collaboration with International Sales, Marketing, Product, and HQ teams
- Flexible remote work environment
- Competitive compensation
- Intensive onboarding in Düsseldorf, Germany
- Contract for 1 year with the option of a permanent contract afterwards

### Your professional and personal requirements:

- Proven experience in B2B sales management, ideally in IT solutions (storage, data protection, surveillance)
- Solid understanding of SMB and enterprise customer needs
- Experience working cross-functionally with Marketing or other support teams is a strong plus
- Marketing background or experience is highly welcome
- Excellent leadership and coordination skills
- Fluent in English, and at least one of the following: Polish, Czech, or Slovak
- Ability to travel within the region as needed
- Self-driven, strategic, and results-oriented

### Your area of responsibility include:

- Lead and manage a team of sales professionals covering Poland, the Czech Republic and Slovakia
- Coordinate local sales activities in alignment with regional and global strategies
- Drive business development with a focus on B2B, SMB and enterprise customers
- Collaborate closely with the Marketing team on campaigns, events and lead generation initiatives
- Develop and execute go-to-market strategies for storage, data protection and video surveillance solutions
- Identify and seize market opportunities and support key account acquisition
- Report to senior management on performance metrics and market insights

As the market leader in the field of NAS servers, routers and video surveillance, Synology GmbH has been inspiring millions of customers worldwide with innovative and versatile IT solutions since 2011.

We live the passion for IT and a hands-on mentality. By taking care of markets in Central and Eastern Europe, we combine 14 nationalities in a international and dynamic team in the Düsseldorf subsidiary – become part of it and apply today!

[Apply Now](#)

### Contact

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