



#proudtobepedax



We are one of the global market leaders for machinery and equipment used in the processing of reinforcing steel. Our machines and plants cut, weld, straighten and bend reinforcing steel in all conceivable sizes and variations. The secret of our success story? Motivated employees who can rely on clearly defined goals, long-term career prospects and an excellent working atmosphere.

AREA SALES MANAGER (M/W/D) - BENELUX

To expand our sales team we are looking for an Area Sales Manager (m/f/d) located in Netherlands or Belgium.

Your tasks:

As Area Sales Manager with Pedax, you will be responsible for maintaining, developing and building sales channels and direct sales in your territory. Depending on your previous experience and professional background, you will work for our important market in Benelux and for selected international markets. You will also be responsible for training and developing external agents, participating in co-visits and developing activities to help agents build their local market. Under budget responsibility, you will present solutions and negotiate them with your clients to ensure the closing of sales contracts.

You bring with you:

You are probably in a similar position today and have at least 5 years of solid sales experience from the industrial sector. You could have a degree in mechanical engineering, business administration, civil engineering or equivalent. You are familiar working with direct sales of machine equipment as well as working with distributors, setting firm goals and ensuring mutual success. You have experience in negotiating at all levels and know how to work with industrial customers and large projects by clearly presenting the value proposition.

You are used to traveling, robust, positive, always looking for solutions and persistent in your quest to succeed on every assignment. You also have strong interpersonal and communication skills that enable you to build close and lasting business relationships.

Good knowledge of Dutch and English or German is required, additional knowledge of other languages is highly appreciated

A give and take -

Our offer and our expectations from you:

We offer you an exciting and challenging position in a leading global company with ambitions, competent colleagues and a high growth potential. As a PEDAX representative, you will have the opportunity to provide customers with business-critical solutions, which in turn are the backbone of their customers' business. You will work in from your homeoffice and become part of a great team that works closely together, where mutual respect, support and success are key.

For a behind-the-scenes look at what we do, visit us on Instagram or Facebook, too.

We do not require extensive application documents. Therefore, please send your CV preferably by e-mail to our HR department Marion Conrady: m.conrady@pedax.de

PEDAX GmbH
Industriestr. 10a
54634 Bitburg
Tel:06561 96670, www.pedax.com

