

A close-up photograph of several parallel, dark grey, ribbed reinforcing steel bars. Each bar has a white, cylindrical cap or plug at its end, which is slightly offset from the others, creating a rhythmic pattern of light and shadow.

PEDAX is a globally active company that supplies machines and systems used for processing reinforcing steel. Our particular strengths are integral solutions for effective and efficient production systems. We work according to clearly defined objectives and offer long-term positions with attractive compensation packages and a great working environment.

International Area Sales Manager (m/f/d)

International Sales Responsibility – Global Company – Industrial Machinery

CUSTOMIZED MACHINERY SOLUTIONS. DIRECT AND THROUGH DISTRIBUTION CHANNELS

As Area Sales Manager it is your overall responsibility to maintain, develop and build up the distribution channels and direct sales in your area. You will be working with the domestic German market as well as selected international markets. You will be responsible for training and educating external agents, participating in co-visits and developing activities that help the agents build their local market. You will be presenting solutions and negotiating these with your customers to secure contracts that fulfill your customers expectations.

EXPERIENCED, SELF-DEPENDEND AND BUSINESS DRIVEN

Today, you are probably in a similar position and you have at least 5 years of solid sales experience from industrial equipment. You have graduated in mechanical, business, construction engineering or similar. You are familiar in working with direct sales, agents and dealers, setting firm targets and ensuring full focus on the PEDAX products in order for the targets to be reached. You gained experience in negotiating at all levels and you know how to sell industrial equipment and large-scale projects through clear presentation of the value proposition to the customer.

As a person you are used to travelling, robust, positive minded, always looking for solutions and persistent in your quest to succeed with each contract. You possess strong social and communication skills, enabling you to build close and long-lasting business relations.

Beyond mastering fluent English and German language, strong competences in other languages will be valued.

UNIQUE OPPORTUNITY

We offer you an exciting and challenging position in a leading global company with ambitions, competent colleagues and a high potential for growth. Representing PEDAX gives you the opportunity to engage customers with business critical solutions that are the backbone of your customers business. Working from our factory and/or from home, you will become part of a great team that works closely together and where mutual respect and support is key.

If you are interested in this opportunity, please send your application and CV in English to Marion Conrady: