



#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.

## International Area Sales Manager (m/f/d)

To expand our sales team we are looking for an International Area Sales Manager (m/f/d)

### Your tasks:

As an International Area Sales Manager, 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 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 in a way that meets your clients' expectations.

### 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 also have a degree in mechanical engineering, business administration, civil engineering or equivalent. You are familiar with working with direct sellers, representatives and distributors, setting firm goals and ensuring their focus on PEDAX products to achieve the goals. You have experience in negotiating at all levels and know how to sell to customers with industrial equipment 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 English 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.

As a Scandinavian - German company, we attach great importance to team spirit, personal responsibility and cohesion. In addition to the daily to do, you can expect various company events (Christmas and summer parties, participation in sports events, department evenings,...), a company car that you can also use privately and many other employee benefits.

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





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So if you're just as simply strong as we are and like to get things done, we'd love for you to join our team!

**We do not require extensive application documents. Therefore, please send your CV preferably by e-mail to our HR department: [hr@pedax.de](mailto:hr@pedax.de)**

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